

# THE AMERICAN

## ELEVATOR AND

# GRAIN TRADE

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VOL. XLVII 431 South Dearborn Street, Chicago, Ill., September 15, 1928 NO. 3

### Of Course

We want your business but we want it on a basis that will pay you as well as ourselves. We want it because we have proper facilities for handling it.

Don't be satisfied with slow returns or poor service; send your shipments to

**McKenna & Strasser**  
**GRAIN**  
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**CHICAGO**

GRAIN DRIERS  
FEED MIXERS  
FEEDERS  
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**THE ELLIS DRIER COMPANY**  
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When You Want **QUALITY**  
**Dried Buttermilk**  
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**JACKS**  
AND  
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FOR  
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SILO  
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**NELSON MACHINE CO.**  
WAUKEGAN, ILL.

## Caldwell Elevators and Conveyors

**C**ALDWELL Helicoid and sectional flight screw conveyors, bucket elevators, apron and pan conveyors, belt conveyors, car spotters, transmission machinery, etc., give long and reliable service.

No matter what your needs may be in the elevating, conveying or power transmitting line, Caldwell equipment will prove a profitable investment. Caldwell experience and facilities are yours for the asking.

CHICAGO-NEW YORK-DALLAS

**H. W. CALDWELL & SON CO.**  
LINK-BELT COMPANY, OWNER

Offices in Principal Cities

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### A PROVEN PROFIT MAKER FOR ELEVATOR DEALERS

**T**WENTY-FIVE per cent of all elevator and grain dealers have already added this line of Rose's Meat and Bone Meal to their general line of feeds and seeds, with the result that this has proven a winner in every way.

We have a very attractive proposition for Dealers, as Rose's Meat and Bone Meal is internationally distributed and backed by national advertising.

Rose's Meat and Bone Meal is a highly concentrated and balanced food for dogs and puppies and is recommended by the leading veterinarians, trainers, breeders and kennelmen of the country.

Write for Prices and Dealers' Proposition

**G. P. ROSE AND CO., Manufacturers, Box 568-E, NASHVILLE, TENN.**

"They're Begging For It"







## PRE-EMINENT in the GRAIN Field!

In the prominent grain storage and shipping centres, Diamond Grain Belts lead. In the twenty cities starred on the map above there is in service

Over 21¼ miles of Diamond Grain Belt

This outstanding popularity has been well-earned; because operators of large and small elevators have learned by experience that Diamond Grain Belts assure increased capacity—rapid handling—sturdy, uninterrupted flow of grain—lowest belt cost per year of service.

*Always specify Diamond Belt.*

THE DIAMOND RUBBER COMPANY, Inc., Akron, Ohio

Atlanta  
Chicago

Boston  
Dallas

Kansas City  
Los Angeles

New York  
Seattle

Philadelphia  
San Francisco

# Diamond

*Rubber Belting ♦ Hose · Packing*

"TESTED FOR A THIRD OF A CENTURY"





"Eureka" - "Invincible" Grain Cleaning Machinery



# MODERN OAT CLIPPERS

EQUIPPED WITH BALL BEARINGS AND COUNTER BALANCED SHOE DRIVEN BY BALL BEARING ECCENTRICS

## FINEST THAT MONEY CAN BUY

*Write for Our New Interesting Clipper Catalog No. 116*

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"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY



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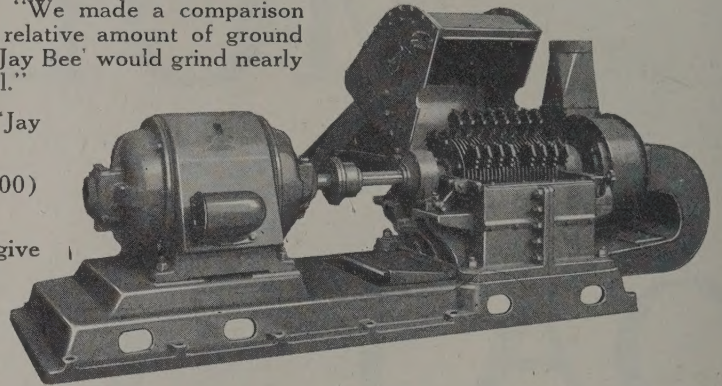
### Comparative Tests Further Prove "JAY BEE" Superiority

Purdue University, School of Agriculture, La Fayette, Ind., says: "We made a comparison between the 'Jay Bee' and another hammer type mill as to the relative amount of ground feed produced for a given amount of fuel. We found that the 'Jay Bee' would grind nearly twice as much as the other mill on the same amount of motor fuel."

Agricultural Colleges, Universities, Individual Users know that the "Jay Bee" is an unusual feed grinder.

This is why there are more "Jay Bee" mills in use today (over 9000) than all other hammer mills combined.

You owe it to yourself—your business—and your pocketbook to give the "Jay Bee" a trial before you buy a feed grinder. A trial costs you nothing if you are not convinced that the "Jay Bee" is the best and lowest cost operating feed grinder made. Write for descriptive literature, prices, terms, etc.



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J. B. SEDBERRY CO., 819 Exchange Ave., Chicago, Ill.

JAY BEE SALES CO. 442-444 Live Stock Exchange Bldg., Kansas City, Mo.  
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We grow corn in Eastern and Northern Nebraska for Seed and from Wisconsin and Minnesota stock seed in early varieties. Large varieties are from Eastern stock.

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on Named Varieties

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Wis. No. 12 or Golden  
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WRITE FOR PRICES. WE SELL CAR LOTS ONLY ONE OR MORE  
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## TRIUMPH CORN SHELLER

STYLE B HANGS UNDER THE FLOOR

STYLE A STANDS ON THE FLOOR

The Triumph was invented by a practical mill man more than forty years ago. It has been improved and simplified since then, to be sure, but from the very beginning it was a popular success. Its operation is so simple—there are only two moving parts—and its construction so durable that it will operate year after year without need of repair. Its capacity is 75 to 100 bushels of shelled corn per hour; its power requirement only five or six horsepower.

THE C. O. BARTLETT & SNOW CO.  
6242 Harvard Avenue, Cleveland, Ohio

**Bartlett - Snow**

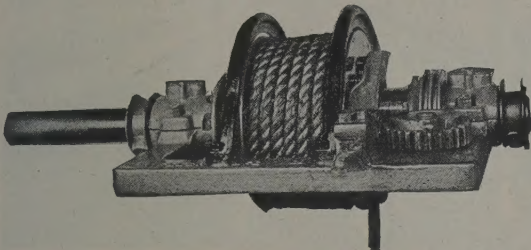
A copy of the Triumph Corn Sheller Catalogue will be mailed without charge.

**TWO STYLES FILL ALL NEEDS**



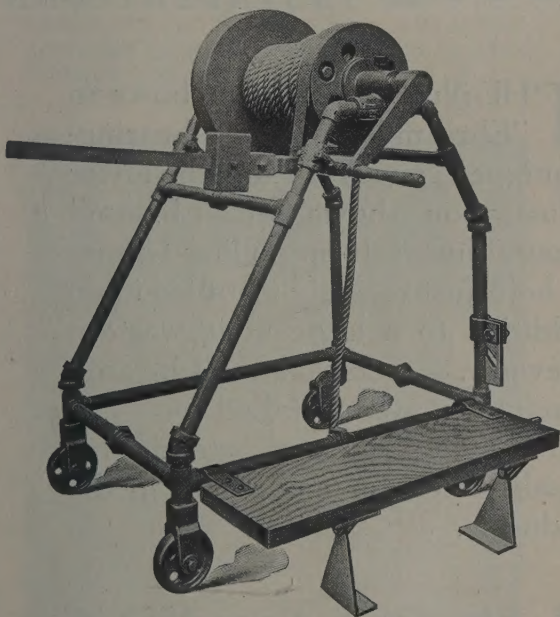
# WELLER

## GRAIN HANDLING EQUIPMENT



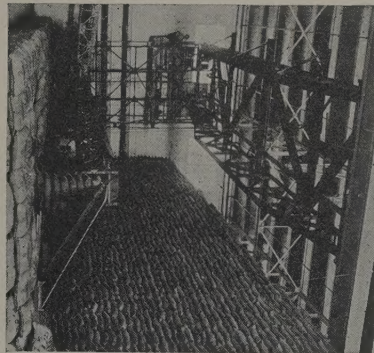
### WELLER POWER SHOVEL

Positive in action—Pulls at any point—No counter weights—No counter weight ropes. Easy on the operator—Easy to install. Possible rope travel up to 100 feet.



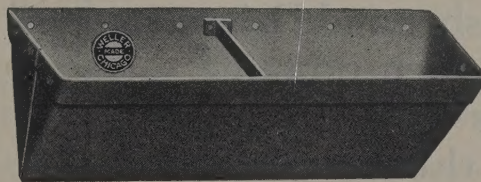
### PORTABLE MAN HOIST

Designed primarily for lowering men into grain bins for cleaning or repair work.



### BAG HANDLING EQUIPMENT

A Weller installation conveying and storing bags in warehouses. Also used for reclaiming, delivering bags to boats, cars or refineries.



### WELLER "V" BUCKETS

New type one piece bucket. A bucket for high speed and perfect discharge.

### WE ALSO MAKE

Favorite, Ear Corn, Buffalo, Rialto and Salem Elevator Buckets

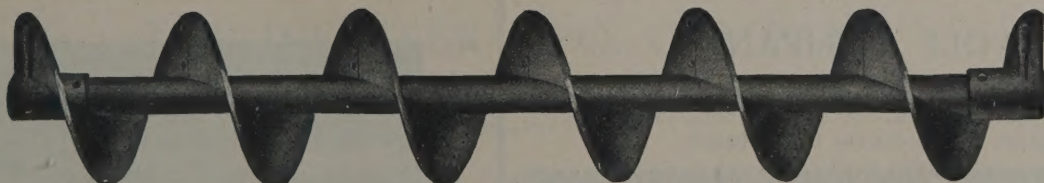
### WELLER-MADE PRODUCTS

Are sold on the basis of quality. Installed in your plant they will help you to operate at full capacity at lowest cost for upkeep.



A few of the  
Weller Products

Apron Conveyors  
Belt Conveyors  
Drag Conveyors  
Mixing Conveyors  
Spiral Conveyors  
Bucket Elevators  
Elevator Buckets  
Elevator Boots  
Elevator Casing  
Elevator Heads  
Barrel Elevators  
Sack Elevators  
Elevator Spouts  
Loading Spouts  
Dock Spouts  
Truck Dumps  
Wagon Dumps  
Hoppers  
Power Shovels  
Car Pullers  
Rope Drives  
Pulleys  
Hangers  
Friction Clutches  
Chain  
Sprockets  
Etc.



Weller Made Spiral Conveyors—Give the Service—Write for Prices

# WELLER MFG. CO.

Main Office and Works,

1820-1856 N. Kostner Ave.

Chicago, Ill.



# FIGURE THIS OUT *for yourself*

...

**I**F you should buy badly smutted wheat at a considerable dockage . . . spend less than  $\frac{1}{2}c$  a bushel to completely remove all traces of smut . . . and sell this wheat at the market . . .

Doesn't this sound like a profitable procedure?

It is! And it is the reason the new SINGLE CYLINDER Wolf Wheat Washer and Drier is being used by such prominent elevators as those of the B. & O. R. R., the Erie, the Lehigh Valley, the New York Central, the Pennsylvania, and a host of others.

Yes, it completely removes *all traces of smut!*

What is more, the new SINGLE CYLINDER Wolf Wheat Washer generally pays for itself the first year—often, in much shorter time!

Why not let us send you complete facts and figures?

## THE WOLF COMPANY

68 Commerce Street, Chambersburg, Pa.

Offices in Minneapolis, Kansas City and Oklahoma City  
Representatives throughout the United States

THE WOLF COMPANY,  
68 Commerce Street, Chambersburg, Pa.

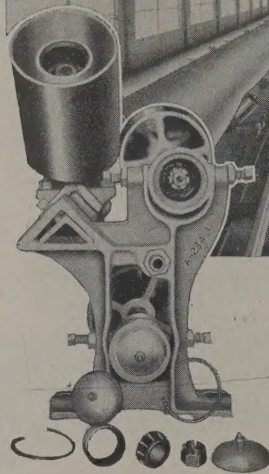
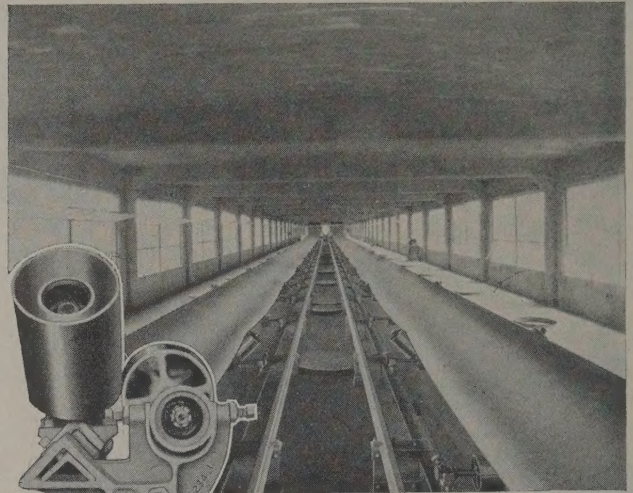
Send on your facts and figures!  
Buying badly smutted wheat at a dockage . . . completely removing the smut . . . and selling at the market—well, send on your facts and figures!

Name .....

Company .....

Address .....

City..... State.....

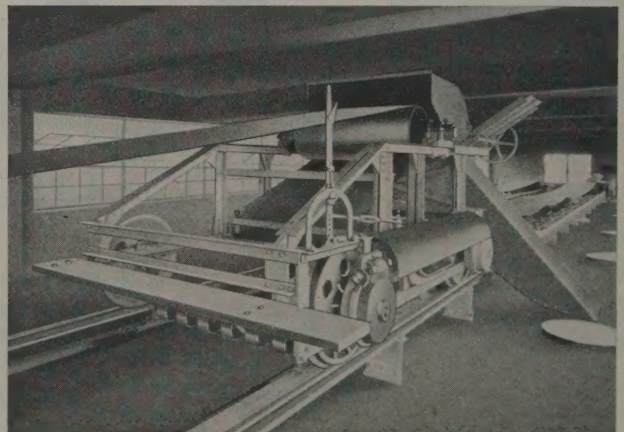


## EHRSAM TIMKEN-EQUIPPED CONVEYOR INSTALLATIONS

**T**HE illustration above shows an "Ehrsam" Timken bearing-equipped conveyor—and the lower illustration shows an "Ehrsam" heavy duty self-propelling tripper—both just recently installed in an addition to a large southwestern elevator. Additional "Ehrsam" equipment was installed too. For the name "Ehrsam" stands for quality elevator equipment in the industry.

## J. B. Ehrsam & Sons Mfg. Co. ENTERPRISE, KANS.

Manufacturers of Machinery for flour mills, Cement Plaster Mills, Grain Elevators, Salt Plants, Coal Handling and Rock Crushing Systems, Fertilizer Factories, Power Transmission, Elevating and Conveying equipment.





# MODERNIZE WITH WEBSTER EQUIPMENT

## TRANSFER GRAIN ELEVATOR GREENVILLE, NEW JERSEY

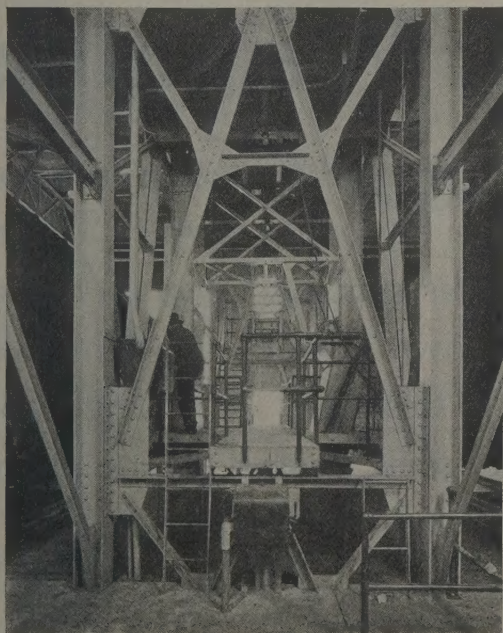
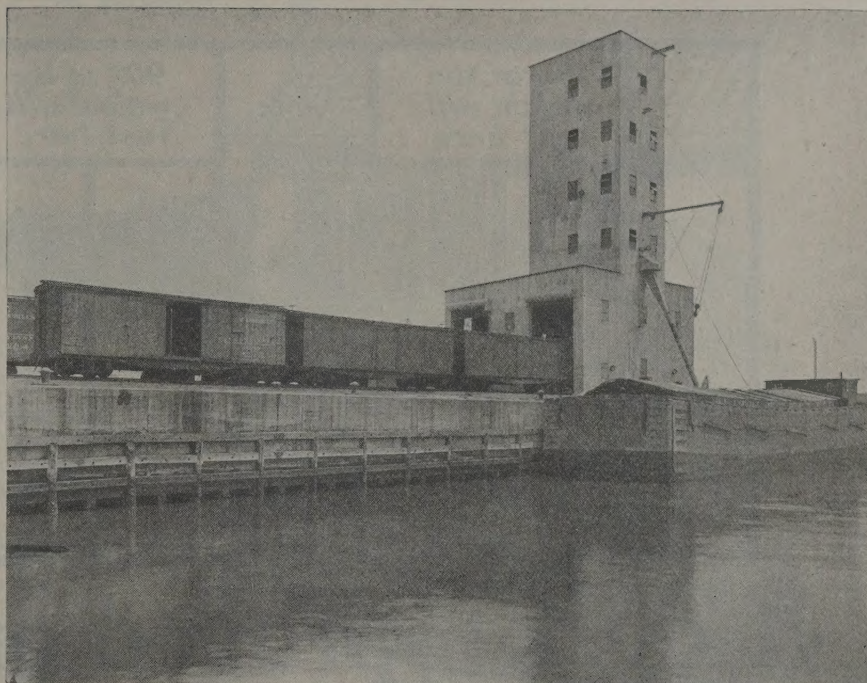
Built for  
**THE NORTHERN CONTRACTING CO.**  
Operated by  
**WESTERN STEVEDORING COMPANY**

Designed to transfer grain received in carload shipments over the Pennsylvania Railroad to barges for subsequent shipment into ocean going vessels.

Grain is received in cars on two parallel tracks running through the house and unloaded with two pairs of Clark-Beatty Power Shovels into track hoppers which discharge into elevator boot.

The track hoppers each have a capacity of one carload. Capacity of elevator is 15,000 bushels of grain per hour.

A Webster double drum car puller is located in the basement and is used to pull loaded cars into the elevators. The entire plant was designed and engineered by The Webster Mfg. Company.



Installations like this are an indication of our ability to meet modern requirements in design, manufacture and operation.

Webster designs and builds all types of grain handling machinery including belt conveyors, trippers, elevators, screw conveyors, dock spouts, distributing spouts, marine legs, power shovels, car pullers, etc.

This organization—with over fifty years of experience in designing and building suitable grain handling and market engineering skill and resourcefulness—is at your service.

**We Make**

**Equipment for the Large and Small Elevator  
Feed Mills, Flour Mills, Cereal Plants, etc.**

**Write Us**

**THE WEBSTER MFG. COMPANY**  
1856 N. Kostner Ave.  
CHICAGO

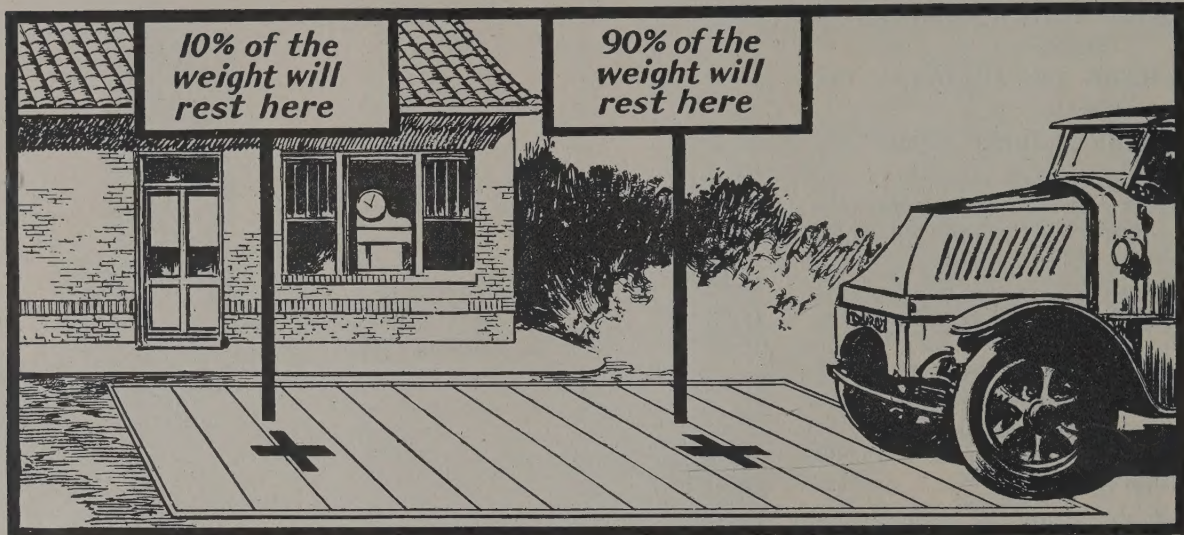
# WEBSTER

*For Prices on*

## GRAIN HANDLING EQUIPMENT



# Yet a type "S" will weigh it accurately



## A design proved on railroads now applied to Truck Weighing

Weighing freight cars on the track used to be the toughest weighing problem a scale maker had to solve. For freight cars presented their loads to the scale platform on a small area, the area of the trucks only—and the car rolling on the scales delivered an impact which made it difficult to maintain accuracy.

But Fairbanks solved it with the Type "S" Track Scale—the standard of accurate weighing on railroads for years.

The same principle of design is incorporated in the Fairbanks Type "S" Truck Scale. Trucks start and stop on the scale under their own power—yet it makes no difference to this scale. Smashing impacts from trucks going on and off the platform cannot impair its accuracy.

When you invest in a truck scale you cannot afford to overlook the features of the Type "S" which give continued accuracy through years of service.

FAIRBANKS, MORSE & CO., Chicago

And 40 principal cities—a service station at each house

# Fairbanks Scales

Preferred the



World Over

ASA 301.34



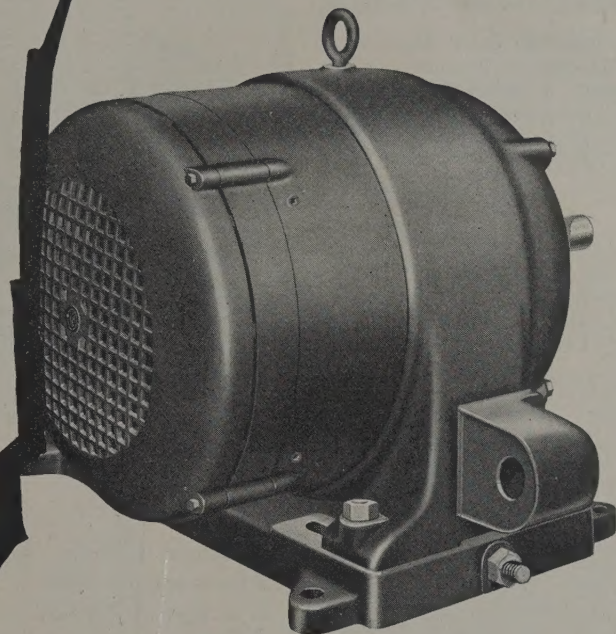
THE AMERICAN ELEVATOR AND  
GRAIN TRADE

THE DUST HAZARD IN A SMALL  
ELEVATOR

A CONTEMPORARY remarks: "Dust explosions seldom occur in country grain elevators." That may be true, if you are broad-minded in defining the word "seldom," but the statement is ill-timed, following as it does on the heels of the dust explosion and fire at the elevator in Ewart, Iowa, and the elevator explosion at Millard, Kan.

Proportionately, the dust hazard is as great in the small elevator as in the large storage plant. There is no special providence protecting the country station against the risk of a dusty plant. Brushing, sweeping and adequate suction on the machine units which stir up the dust are all necessary in any well-arranged elevator.

Air charged with dust is an explosive mixture which needs no fuse. A spark from an unenclosed switch, a poorly housed motor, or from a high speed grinder is all that is necessary. And the dust, the switch, the motor, and the grinder all are in the average small elevator. All of them need watching.



*This Motor Approved by  
MUTUAL FIRE PREVENTION BUREAU  
for Minimum Rates*

# It's easy to be FIRE SAFE!

No need to accept a fire hazard because of the cost and installation difficulties of fully enclosed motors requiring breather and vent piping!

You can now install a Fairbanks-Morse Type "HAC" Motor with all the economy and convenience of a standard open type motor—and **be fire safe!** This motor requires no piping—is self-cleaning—and self-ventilating.

A specially designed fan pulls in air through the free end of the motor and expels all foreign particles. Clean air is then passed back through the ventilating spaces. The extra speed and economy are secured without compromise to safety.

Before you buy your next motor be sure you know all about this motor innovation. Write today for full information.

FAIRBANKS, MORSE & CO., Chicago  
Branches and Service Stations Covering Every State in the Union

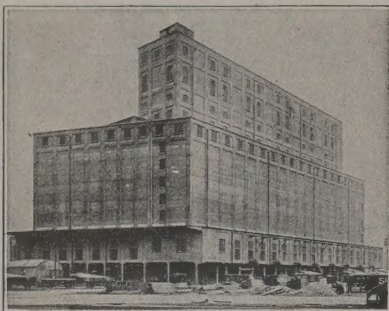
## FAIRBANKS-MORSE MOTORS

Pioneer manufacturers of



ball bearing motors

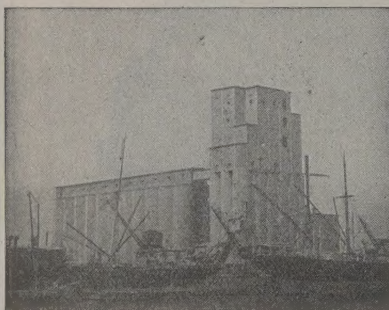




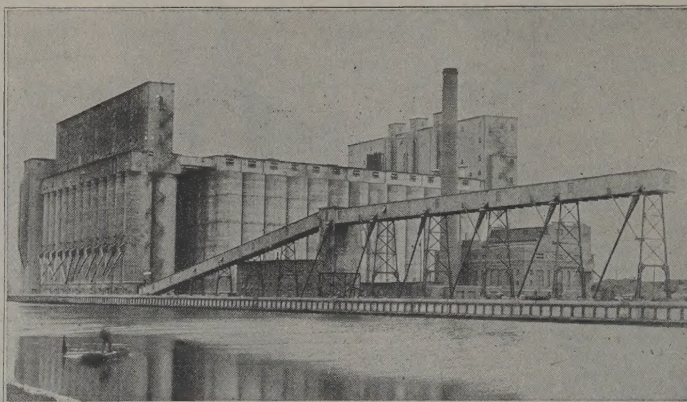
**Manchester Ship Canal Elevator**  
Manchester, England  
Capacity 1,500,000 Bushels  
Completed 1914



**Buenos Aires Elevator Co.**  
Buenos Aires, Argentina  
Capacity 750,000 Bushels  
Completed 1920



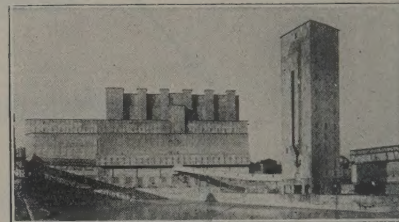
## John S. Metcalf Co. Grain Elevator Engineers



**Chicago & North Western Railway Elevator**  
South Chicago, Illinois  
Capacity 10,000,000 Bushels  
Completed 1920

### OFFICES:

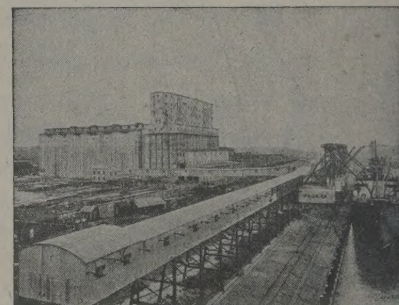
Chicago, Illinois	- - -	111 W. Jackson Blvd.
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Sydney, Australia	- - -	Pitt Street
London, England	- -	33 Henrietta St., Strand
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**Harbour Commissioners Elevator No. 2**  
Montreal, Quebec  
Capacity 2,600,000 Bushels  
Completed 1912



**Sydney Terminal Elevator**  
Sydney, Australia  
Capacity 6,400,000 Bushels  
Completed 1921

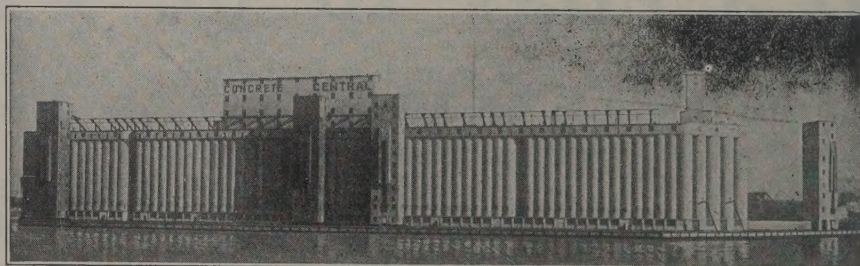


## MONARCH

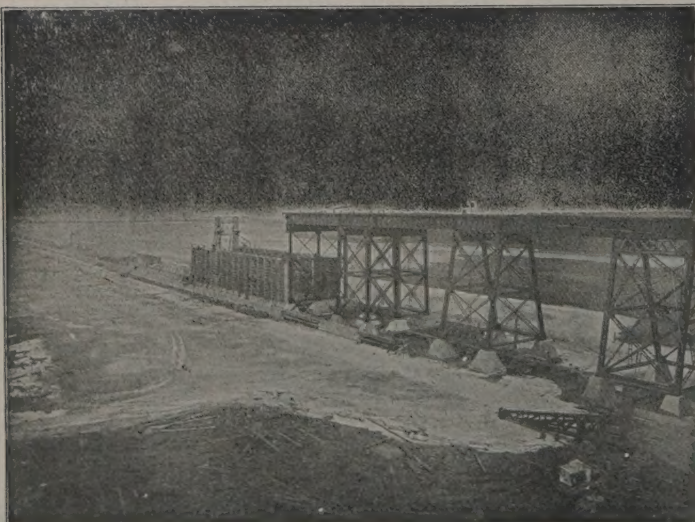
Built Elevators  
Assure You  
Economical Design  
First Class Work  
Efficient Operation  
and  
Satisfaction  
Let Us Submit  
Designs and Prices

**MONARCH ENGINEERING CO.**

One of the Modern Houses Which Has Made a Record  
for Rapid and Economical Handling  
**CONCRETE CENTRAL, BUFFALO, 4,500,000 Bu.**



**BUFFALO, N. Y.**



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Designers and Builders of

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Reinforced Concrete and Steel Ore Dock constructed at Superior, Wisconsin, for the Allouez Bay Dock Company. Entirely Fireproof.

Write for Designs and Estimates

OFFICES:

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Duluth, Minn.

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OF

FIREPROOF MILLING  
AND ELEVATOR PLANTS

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BUFFALO, N. Y.

## PROTECTION

How many dollars a year do you pay for it in various forms at your elevator?

## THE ZELENY SYSTEM

will give you annual returns on your investment that are actual dollars and cents savings and it does not require an expert accountant to figure them.

It only costs a few cents postage to know what THE ZELENY SYSTEM would cost installed in your bins. We cannot quote you until we know how many bins you have, their height and diameter. Tell us today and we will tell you tomorrow.

## ZELENY THERMOMETER COMPANY

542 South Dearborn Street

Chicago, Ill.

## FEGLS CONSTRUCTION CO., Ltd.

ENGINEERS -- CONSTRUCTORS

FORT WILLIAM, ONT.

MINNEAPOLIS, MINN.

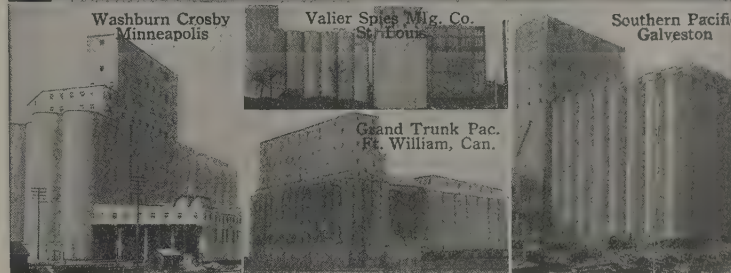


N. M. PATERSON CO.

2,500,000 Bu. Elevator

FORT WILLIAM, ONT.

DESIGNED for the years  
ahead—an advance we  
propose to maintain.



## JAMES STEWART CORPORATION

ENGINEERS AND CONTRACTORS

FISHER BUILDING — 343 S. DEARBORN ST.

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VICE-PRESIDENT

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Engineers and General Contractors

ELEVATORS, MILLS AND WAREHOUSES  
COMPLETE

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General Overhauling and Improvements



## MACDONALD ENGINEERING COMPANY

### CONSTRUCTING ENGINEERS

*Designers and Builders of*

**GRAIN ELEVATORS, FLOUR  
MILLS, WAREHOUSES, ETC.**

*We Have Specialized in*

**CONSTRUCTION IN THIS FIELD FOR  
MORE THAN 40 YEARS**

*Sketches and Estimates Gladly Furnished*

**MAIN OFFICE**

**53 West Jackson Boulevard, Chicago**

NEW YORK

SAN FRANCISCO

TORONTO



CAPACITY 800,000 BUSHELS

## THOSE CONCERNED

Or even casually interested in concrete grain storages notice and usually comment on the accurate alignment, smooth walls, and clean cut appearance of

## POLK SYSTEM BINS

*We Design and Erect*

*Send us your inquiries.*

## POLK GENUNG POLK CO.

FORT BRANCH

INDIANA

## PORTLAND, OREGON

Is an ideal location for that new mill and elevator of yours.

Portland is in the heart of the agricultural region of the Pacific Northwest. It also has an abundance of cheap, hydroelectric power for manufacturing purposes, good ocean and railway shipping facilities and a fair supply of skilled labor, practically all of which is non-union.

Portland is also an ideal place to live. It has a mild climate, good water and plenty of nice hotels, apartment houses and homes. Also good schools, theaters, libraries, clubs and parks.

I would be pleased to serve you in the location, design and construction of that new mill of yours.

## HENRY BLACK

*Complete Building Construction*

383 Pittock Block - - - Portland, Oregon

Telephone Broadway 8060

*Iron Workers, Cement Workers, Bricklayers, Carpenters, Roofers, Plumbers, Electricians, Cabinet-makers, Painters and Paperhangers; also Real Estate Bonds and Mortgages.*

## Wheat Flour and Diet

*By Dr. C. O. Swanson*

*Kansas State Agricultural College.*

*Published by the Macmillan Company*

The latest authoritative statement on wheat; The best varieties for milling; The milling process; Cost of milling to the consumer; Food constituents of wheat flour; Requirements of a Diet; Effects of Deficiencies in the Diet; Vitamins, meaning and importance; The rational place of wheat flour in the Diet; Wheat flour in relation to Health.

*A wide reading of this book is important to you, as millers, and your local schools should have a copy.*

**Price \$2.50**

*For Sale by*

**Mitchell Bros. Publishing Co.**

431 S. Dearborn St.

Chicago, Ill.



## JONES-HETTELSATER CONSTRUCTION CO.

**Designers and Builders**

**MILL BUILDINGS :: ELEVATORS  
FEED PLANTS**

**708-9 Mutual Building, Kansas City, Mo.**

## Burrell Engineering & Construction Co.

**Designers of Grain Elevators' Flour  
Mills and Associated Buildings**

**513 West Jackson Boulevard**

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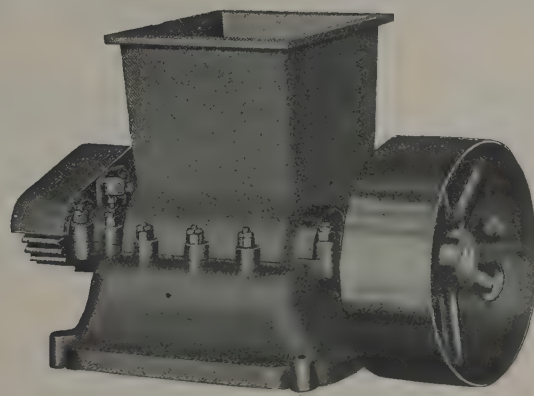


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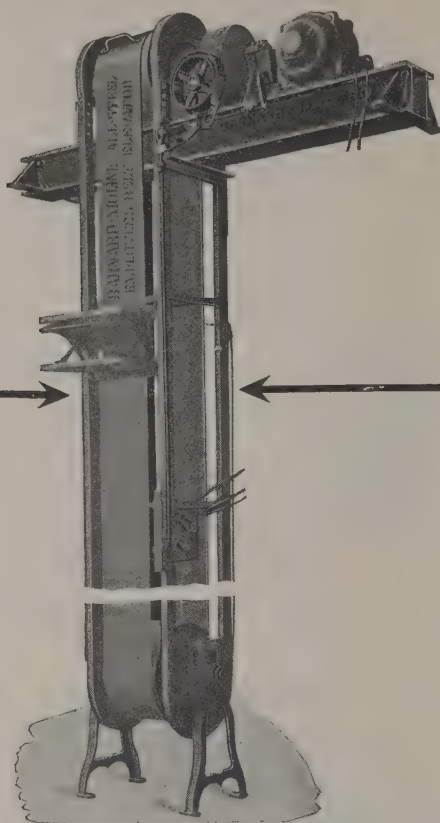
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"(4) Batch drying, or drying where the Grain is not mixed by frequent movement, has been observed to cause marked local overheating of the grain, thus leading to proportionately greater injury.

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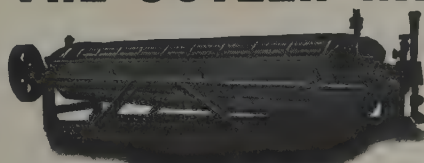
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By W. A. HENRY and F. B. MORRISON  
of the Dept. of Agriculture, University of Wisconsin

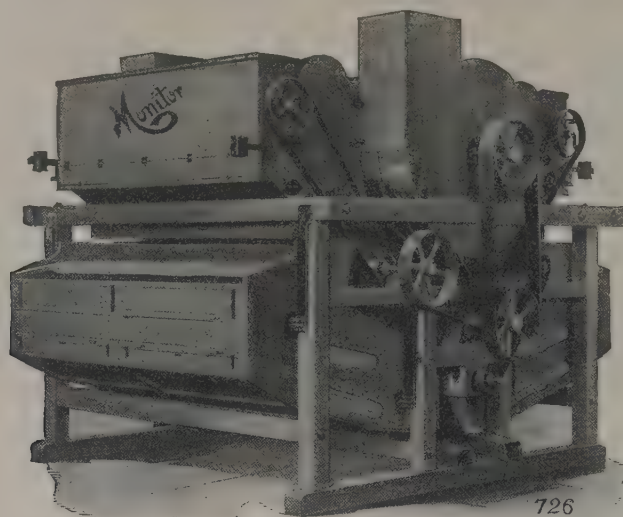
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Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.



Published on the fifteenth of each month by Mitchell Bros. Publishing Co., 431 So. Dearborn St., Chicago, Ill.

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Established in 1882.

VOL. XLVII

CHICAGO, ILLINOIS, SEPTEMBER 15, 1928

NO. 3

## Ontario Elevator Doubles Storage Capacity

Great Lakes Elevator Company Adds 1,000,000 Bushels to Capacity of Transfer House with Fast Receiving Shipping Facilities at Owen Sound, Ont.

GEORGIAN BAY, larger in itself than certain of the Great Lakes, has ports which tap a wealthy grain territory. It is this area that much of the Canadian wheat must pass through in order to reach the necessary markets. Owen Sound, Ont., which is one of the Georgian Bay ports, was without an elevator for an extended period, the Canadian Pacific Railway's elevator at this point having been burned down about 16 years ago. In the fall of 1925, however, the Great Lakes Elevator Company's new plant went into operation. It was a municipal enterprise which was originally financed by the city. Then a company was formed among the local business men to purchase the house from the city, the terms extending over a period of years.

Since its inception the new company had a very prosperous career, and despite the fact that it was no small sized transfer house at the start, it became apparent very soon that additional space would be needed without delay. Consideration had been given to the probable early necessity for expansion when the house was erected, and consequently the layout was such that no serious difficulties had to be overcome in order to erect an annex in connection with the old plant.

Demands for increased capacity have come rapidly to this concern. It was during 1925 that the Great Lakes Elevator Company was organized, and at that time the original structure was erected, giving a capacity of 1,000,000 bushels of grain. This did not prove adequate for the company's needs in a very short time, and accordingly during the season of 1927 an additional structure with housing facilities for an additional 1,000,000 bushels was commenced. Having doubled the capacity, the house is now operated on a full time basis, serving the needs of the Canadian trade satisfactorily.

The new unit has 39 tanks, of which 24 have a capacity of 36,000 bushels each and 13 will contain 9,000 bushels each. All of the grain is received and shipped through the original structure. The new unit, like the old, is operated and lighted by electricity. Nine additional motors were required, and these range in size from 15 to 35 horsepower. Silent chain drives are in use.

Nine new belt conveyors have been installed, having an approximate length of 2,800 feet, and a width of 40 inches. For fire protection there is the city fire system as well as a liberal distribution of liquid fire extinguishers. Practically all grains prevalent in this section are handled, and in the course of a year's business approximately 12,000,000 bushels pass through this house. The new storage was built by the Barnett McQueen Construction Company, Ltd. Walter M. Richards is the superintendent in charge of operations.

The original elevator was built in such a way as to have its own slip, dredged out of the west bank of the harbor, and it is served by the Cana-

The plant was built of reinforced concrete, as is also the latest addition, and the plant is now fire-proof throughout. The main structure constructed a few years ago contained 26 cylindrical tanks, with inside diameters of 23 feet 2 inches. They were 95 feet in height, measuring from the top of the bin bottom slab to the top of the bin floor slab. The width of the main structure is 96½ feet, and the length at right angles to the track is 168½ feet. The total height from the bottom of the mattress to the eaves of the cupola at the shipping end is 174 feet 3 inches.

The marine tower is situated in the center of the elevator at the opposite end from the shipping tracks and is a complete working unit, equipped with sheet metal spouts. Two shipping legs are housed in a concrete cupola above the tanks, at the shipping end of the elevator, along with garners and shipping scales. The concrete track shed is 50 feet long, parallel to the tracks. It is 38½ feet in its dimension at right angles with the tracks and is large enough to house two cars, one on each of the two tracks.

At the marine tower end is a concrete dock, 96 by 10 feet, and 7 feet in height. All of these structures rest on round timber pile support and concrete foundation. There is also a tongue and grooved sheet pile revetment parallel with the dock face, and this revetment has been constructed directly under it.

The marine tower has a direct driven marine leg at 96-foot center of pulleys, with two lines of elevator buckets, 13 inches by 8 inches by 8 inches on 28-inch, 7-ply, 28-ounce friction surfaced rubber belt. There are also a pair of ship shovels controlled and driven by cone clutches, a marine leg pusher, a one-drum marine leg hoist, a traveling apron and spout for the marine leg, a garner-over, a 500-bushel marine tower standard hopper scale of the Fairbanks Morse type, a garner below the scale and a roller shutter door which is motor driven. There is also a loftier leg with 38-inch seven ply rubber belt supplied by the Gutta Percha & Rubber Company.

A Clark Automatic Car Unloading Shovel, with drive, shovels, ropes, swivel sheaves and cables has been provided, and the sacking room contains an



GREAT LAKES ELEVATOR, OWEN SOUND, ONT.

dian National and the Canadian Pacific lines. When the construction of the original house was under consideration the main objective was to have a fast receiving and shipping plant, and at the same time to provide facilities for extending the storage in the near future. It was possible at that time to place additional storage units for 3,000,000 bushels on each side of the main structure.

All of the large bins were double hoppers, with two draw-off spouts from each individual bin, thus giving ample capacity fully to load any of the basement shipping belts. This arrangement also allowed for future belts from future annexes to discharge to the existing conveyors under the center of the existing belts.



automatic sacking scale of five bushels' capacity. In the panel room are the necessary panel boards, oil switches and like devices. A stairway leads from the basement to the head floor at the shipping end and another stairway from the trackshed floor to the sacking and transformer room and a man-hoist.

The officers of the company include: D. J. Kennedy, president; W. L. Christie, secretary-treasurer; and H. Fleming, vice-president.

## WOMAN MANAGES ELEVATOR

Friends of Mrs. Laura Turpin, of Turpin Station, Ill., claim for her the distinction of being the only woman in Illinois who is actually engaged in operating a grain elevator. Since the death of her husband, a few years ago, Mrs. Turpin has taken entire charge of the elevator business.

Farmers at first were skeptical of dealing with a woman in a business of this nature, but soon learned that it was possible to obtain as fair treatment from the fair sex as from the other source.

Grinding and selling feed is the promising sideline developed at the Turpin elevator during the past year. Decatur dairymen are among her feed customers. Motors to replace the gasoline engine, will be installed at Mrs. Turpin's elevator this fall.

## MANCHURIAN WHEAT SITUATION

The Manchurian wheat crop is believed by millers and other sources of information to be roughly 10 per cent larger than last year's good crop but of poorer quality, according to a cable to

ports in significant volume for the first time since 1922, the exports amounting to about 4,200,000 bushels, bought chiefly by Japan. Efforts were made the past season to market Harbin flour in Tientsin but with little success as it was impossible for Harbin millers to meet the prices of Shanghai and foreign flour in Tientsin markets.

There is normally an outlet for certain quantities of "club straight" flour at Dairen as distinguished from the high gluten flour of Northern Manchuria, and there is an active interest in club flour there at the present time. Flour importers state that the recent drop in prices of western soft wheat flour has made prices very attractive at Dairen and that contracts for heavy September and October shipments have been made. The low prices together with demand for flour from Soft White wheat are favorable to imports of that class of flour in spite of the large Manchurian crop of Hard wheat, and importers are predicting that imports will be larger than last season's 245,000 bags of 49 pounds.

## FINDS WHEAT 70 YEARS OLD

Several hundred bushels of wheat grown more than 70 years ago were discovered by workmen who were excavating in Chicago for the new Merchants Mart. The grain was dark brown and largely disintegrated. The new building on the site of which this was found is being erected in the block surrounded by Wells, Kinzie and Franklin Streets, and according to the records of the Chicago Historical Society, this is the site of the elevator which, in 1854, belonged to Munger & Armour. This old elevator, which was on the north side of the Chicago River, had a capacity of about 300,000 bushels, with a receiving capacity of about 60,000 bushels per day, both water and rail, and a shipping capac-

tion of each carload and the fee for weighing 'in' and 'out' of elevators or warehouses shall be reduced to 60 cents per car, and shall remain at 60 cents a car until the surplus in the revolving fund shall be reduced to \$40,000, when the fees shall revert to \$1 per car."

On September 1, the required \$80,000 had accumulated in the grain revolving fund, and the 60 cent rate stays in effect until the funds has been reduced to \$40,000.

## BLEACHED WHEAT NOT DISCOUNTED

The question of whether or not bleached wheat should be classed as yellow Hard Winter has been coming up in interior points and causing some confusion, for the grade Yellow Hard Winter wheat is not applicable on export or futures contracts. A conference was held recently to clear up this matter at the Kansas City (Mo.) Board of Trade, which was attended by grain men, millers and representatives of the Grain Division of the United States Department of Agriculture. At it they decided that bleached wheat, originally Hard Winter wheat, would be graded as Hard Winter wheat and not as Yellow Hard Winter. The representatives of the Department of Agriculture stated their sanction of having the Office of Federal Grain Supervision pass and accept for Hard Winter wheat, bleached wheat that appeared to be originally Hard Winter wheat.

## STATE GRAIN MONOPOLY TO ABOLISH GRAIN DUTY

When the Norwegian government monopoly of the grain trade finally becomes effective after its inauguration next spring, it is planned to abolish duty on grain and flour.

Discontinued last year, the state monopoly is scheduled to be the order of the day April 1, 1929. Unless bought by government agents, no wheat, oats, barley or rye then can go into Norway. State buyers will bid for grain only when the domestic crop is exhausted.

## CHANGES PROPOSED FOR AFRICAN ELEVATOR CHARGES

Some changes have been proposed to the grain elevator charges in Africa, which may have some bearing on the export trade in corn and the use of the present elevator system which, according to rumor, is not proving of the maximum use to corn growers.

Under the present rules, in regard to harbors, 21 days free are allowed, then 2d (4 cents) per ton per week for four weeks, thereafter 6 cents per ton per day. The proposed revision would allow 10 days free then 5 cents per ton for 10 days or part thereof, for the next 40 days and then 6 cents per ton per day.

The existing tariff for storage in elevators is 10 days free for the period July—December, then 2d per 200 pounds per month, for the period January—June; 1d per 200 pounds per month; for broken periods 1/2d or 1/4d per seven days or part thereof. The new proposals are: (a) from the beginning of the season to September 30, 10 days free, then 2d per 200 pounds for the next 40 days or part thereof, thereafter 2d per 200 pounds for every 10 days or part thereof, up to 120 days. For a period in excess of 120 days the tariff suggested is 1d for 200 pounds for every 30 days or part thereof.

From October 1 to May 31, 10 days free, 2d per 200 pounds for the next 40 days or part thereof, thereafter 1/2d per 200 pounds for every 10 days or part thereof up to May 31.

The subject of corn storage tariffs is of considerable importance to the organized producers as well as the exporting interests and any alteration of rates is certain to gain a great deal of national attention.



MUNGER & ARMOUR'S CHICAGO ELEVATOR AS IT APPEARED IN 1857

the Foreign Service of the Bureau of Agricultural Economics from Agricultural Commissioner Paul O. Nyhus in the Orient. In spite of this large crop, however, there is an active interest in "club straight" flour at Dairen, according to Mr. Nyhus. The increase in production is due to a substantial increase in acreage which is explained by several years of favorable prices together with good yields and to the opening up of new lands. Excessive rains in late July and early August made harvesting difficult and reduced both the yield per acre and the quality below last year. Smut reduced the yield in many localities and there is considerable grain which is poorly filled and discolored. The principal type grown in North Manchuria is Hard wheat.

Manchurian mills are anticipating supplies and operations fully as large as for the active season just closing. Throughout the past season mills in Manchuria had enough wheat to operate at practically full capacity and in addition there were ex-

ports in significant volume for the first time since 1922, the exports amounting to about 4,200,000 bushels, bought chiefly by Japan. Efforts were made the past season to market Harbin flour in Tientsin but with little success as it was impossible for Harbin millers to meet the prices of Shanghai and foreign flour in Tientsin markets.

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## KANSAS INSPECTION FEE REDUCED

For some time in the past the regulation charge for inspection and weighing of a car of grain in Kansas has been \$1. This charge has been reduced to 60 cents, effective September 1. In his announcement on the change, F. M. Fink, chief of the Kansas State Grain Inspection Department said:

A part of Section 34-103 of the Kansas grain inspection laws reads as follows:

"When there has been accumulated in the grain revolving fund, from fees provided for by this section, the sum of \$80,000, then the fee for inspec-



## The Movement of the Canadian Crop

Exports of Wheat from the Dominion in the Crop Year Ending July 31, 1928  
Were Greatest in Volume So Far Recorded

By E. L. CHICANOT

CANADA in the last crop year, ended July 31, 1928, exported 288,567,390 bushels of wheat worth \$378,746,899 as compared with 251,265,788 bushels worth \$348,237,878 in the previous year, this apparently constituting the greatest volume of wheat to leave the Dominion in a single crop year. Of the total 8,432,330 bushels went to the United States direct, approximately 1,000,000 bushels more than in the previous year. A total of 201,732,699 bushels went to the United Kingdom. Of this 135,328,618 bushels, or 67 per cent, an amount approximately equal to that of the previous year, went indirectly by United States ports; 17,929,568 bushels, or 10,000,000 bushels less than in the previous year, by Canadian Atlantic seaboard ports; and 48,474,513 bushels, or more than double the volume of the previous year, by Canadian Pacific seaboard ports. Exports to other countries totalled 78,402,361 bushels, of which United States ports handled 600,452 bushels, or nearly double the volume of the previous year; Canadian Atlantic seaboard ports 39,680,285 bushels, or approximately the same as in the previous year; and Canadian Pacific seaboard ports

together, translating the manufactured article into the raw material, still gives the Pacific Coast an ascendancy over the Atlantic. Canada's combined exports of wheat and wheat flour in the last crop year amounted to 332,963,283 bushels worth \$441,038,200, as against 292,880,996 bushels worth \$409,654,715 in the previous year. Of this total 151,515,617 bushels, or nearly one-half, was handled indirectly by United States ports. Shipments to the United Kingdom and other countries by Canadian, gulf and Atlantic seaboard ports amounted to 79,525,028 bushels, while 93,459,861 bushels went out by the Canadian Pacific Coast. Thus of all the wheat and flour to leave Canada through Canadian channels the Atlantic Coast handled slightly less than 46 per cent and the Pacific Coast over 54 per cent.

The meteoric rise and steadily increasing importance of the Pacific Coast as a shipper of grain challenge attention more forcibly at the present time than ever. It has required but little more than half a decade to elevate Vancouver to its present position and it has nothing like attained the height of

The Port of Montreal will not, however, be as materially affected as might at first be surmised. Montreal's claim to be the world's greatest grain shipping point, which she successfully upholds year after year, rests upon her enormous receipts of grain from the United States which in the port's last season constituted 47.3 per cent of its total grain shipments. Furthermore there are other factors entering into the situation and promising to augment eastern Canada's grain shipments without affecting the volume of grain moving to the Pacific Coast for outlet. The first of these is the anticipated early opening of the Welland ship canal, and the second the influence of the reaper-thresher which has come into general use in the harvest operations of western Canada.

The opening of the Welland Canal has been definitely promised for 1930. Through its operation large Lake Superior ships up to 24-foot draught carrying grain from Fort William and Port Arthur, which now only ply as far as the Detroit River, will be able to come up the St. Lawrence as far as Prescott, which is only 115 miles from Montreal, and unload their cargoes of grain there where it will be transferred to 14-foot draught boats to be taken up to the great gulf port. A government appropriation has already been made for the erection of terminal elevators and the provision of other facilities at Prescott. The inevitable effect of this will be to divert considerable grain through the gulf which would otherwise go out via United States channels.

The combine reaper-thresher may be considered as definitely accepted in western Canadian agricultural life this year, having proved its value to the territory as a cost and time saver. There were 5,000 in use at the harvest of Alberta alone this year and their distribution was as general in Saskatchewan and Manitoba. By removing the period of waiting between harvesting and threshing and the necessity of grain storage, permitting the grain to move directly from the field to the elevator and railway car, the railways are enabled to make an earlier start upon the movement of the crop, which is to the great advantage of the St. Lawrence route, giving gulf ports the opportunity of handling a larger volume of grain before the close of navigation on the river.

It seems reasonably certain that very shortly the western Canadian crop will be splitting about evenly east and west for movement, and at the same time a somewhat larger proportion of Canadian grain finding outlet through Canadian channels. At the present time approximately 48 per cent of all Canadian grain is shipped through American ports, 24 per cent through eastern Canadian ports, and 28 per cent through Canadian Pacific Coast ports. The great rivalry as far as the handling of the Canadian crop is concerned is between the leading ports of Montreal and Vancouver, but other ports on both coasts are deeply interested especially since those in the Maritime Provinces seem likely to be granted rates by the Railway Commission which will place them at only a slight disadvantage with Quebec port as concerns grain moving from the head of the lakes. In the past crop year while movement from Montreal and Vancouver largely overshadowed all others the port of Halifax shipped 5,897,017 bushels of grain, Saint John 5,300,856 bushels, Quebec 3,784,938 bushels, and Prince Rupert 7,624,833 bushels. All these and other lesser ports will be affected not only by the larger crop which has been harvested in 1928 but by the likelihood of a greater part of the crops of future years passing out of the country by Canadian channels.

### NEW SOVIET GRAIN FIRM NOW FUNCTIONING

The Sojus Chleb, the new Russian state grain company, has started to function. It has informed its branch offices of the advance of prices decided by the Russian commissioner of commerce. In order to prevent any advance of retail prices, the branches have been instructed to curtail transport and sales charges. The Sojus Chleb hopes to further reduce the rates, through the concentration of grain purchases.



PART OF VANCOUVER'S IMMENSE GRAIN HANDLING FACILITIES

38,121,634 bushels, or more than double the volume of the previous year.

A substantial increase was similarly shown in the export of wheat flour, marking the further recovery of this phase of trade. Total shipments during the crop year amounted to 9,865,754 barrels valued at \$62,291,301 as compared with 9,247,824 barrels worth \$61,416,837 in the previous year.

The outstanding disclosure in surveying the year's wheat and flour movement is the enormous increase in traffic via the Pacific Coast. For some time there has been apparent an undercurrent of rivalry between the leading ports of Montreal and Vancouver as the figures of the Pacific ports grain exports continued to rise, and shortly before the closing of the crop year the triumphal claim of Vancouver to have handled more Canadian grain than Montreal in the year was widely circulated. Montreal would not concede this but it is difficult to see how it can maintain this position in the face of the figures published by the Dominion Bureau of Statistics. These show that in the crop year just ended Vancouver exported 79,014,548 bushels of Canadian wheat against 45,209,706 by the port of Montreal, and that the Pacific port sent out 79,714,512 bushels of all grain against 66,615,081 bushels by the great gulf port.

In the export of Canadian flour Montreal shipped 3,107,808 barrels against 1,496,431 barrels by Vancouver, but combining wheat and flour shipments

its ambitions yet. Six years ago the Pacific Coast had one elevator with a capacity of 1,250,000 bushels, and but little of this space was used. Before the end of the present year the Pacific Coast will have an elevator capacity of 14,000,000 bushels, of which 11,000,000 bushels will be at Vancouver. Of the 1928 crop of western Canada Vancouver confidently expects to handle 100,000,000 bushels, and as the highest yielding country in this year lies in that territory from which it naturally draws there is every likelihood of it doing so.

The past crop year demonstrated in very clear fashion that the Pacific Coast zone is due to draw grain traffic to an ever increasing extent away from the eastern route. During the 12 months 234,584½ cars were unloaded at Fort William and Port Arthur as against 60,648½ at the Port of Vancouver. Alberta is tending to engage much more extensively in grain growing than in past years and it is as cheap to move the crop of this entire province, as well as a goodly part of that of Saskatchewan, westward as eastward. The Panama-Pacific route for grain to Europe is now well established but an increasingly important factor to the Pacific zone is the growing demand for wheat in the Orient, whose countries are turning from rice to bread as a staple food. In the past crop season there were 162 full cargoes of grain loaded at Vancouver, of which 159 went to the United Kingdom and continent and the balance to the Orient.



## Hints for the Elevator Millwright

## "Big Bill" Davis Makes Some Suggestions for Adding to the Diminishing Profits of a Small Elevator

By JAMES F. HOBART

"BIG BILL" DAVIS had been drafted for the job of assisting Mr. Gustin in finding some profitable line in which his small elevator could engage to pull it out of the financial hole into which it was drifting. On the 20-mile motor trip from town to Mr. Gustin's elevator, he and Big Bill discussed things in general and Mr. Gustin answered numerous questions put to him by the elevator millwright. Not only had Big Bill secured plenty of data about the house and its equipment, but the conversation had also embraced a thorough description of the surrounding country, the people, mostly farmers and truck growers, the adjacent roads, and all significant economic factors.

After closely looking over the snug well built little elevator and finding it in excellent condition Mr. Davis suggested that he and Mr. Gustin spend a few days driving about the adjacent country and in talking with the people. After securing a good road map, Big Bill asked Mr. Gustin to drive out about 10 miles along one of the roads, then cut across country to another road and to come back home along that road. They stopped at each farm along the road and Mr. Gustin very quickly caught the drift of Big Bill's talks with the farmers, and soon put leading questions to the people, every one of whom he knew. After they had got Mr. Gustin started on "handling out the quiz" Mr. Davis busied himself with note book and fountain pen and noted down the requirements of each man interviewed, noting his name and the items which he said he would be glad to purchase from Mr. Gustin, after his elevator had "gone into trade."

Every man met during the journey, was told of the project about to be put on at the Gustin Elevator, and they were asked what goods or materials it would please them to be able to obtain there at prices as good as those in the nearby trade centers. As each call was made, Mr. Davis wrote in his book, a serial number beginning at "1" and gave a consecutive number to each person visited.

In the back of his book, Big Bill had cut the edge of the leaves so as to expose an alphabetical index, one letter on each page. When they stopped to talk to a farmer, or to his wife, Mr. Davis wrote the farmer's name and address opposite one of the consecutive numbers, and then that farmer was known only by the number written opposite his name. For instance, suppose that Mr. Gustin was talking with Farmer Elijah Reed, R. R. No. 9, Box No. 43, Primus Hill Road. That data having been duly entered at the time, or as they were driving to the next farm, Mr. Davis dropped it all but the serial number "20", and as Mr. Gustin talked and the farmer told what articles he would be glad to purchase as needed from Mr. Gustin, Mr. Davis, as each article was mentioned, would turn rapidly through the indexed pages in the back of the book and enter under its appropriate head the article required. For instance, one page, under "H" was headed "Hay," another page "Grain," still another "Coal," other pages "Machine Repairs," etc. One page was marked "Fertilizers" and so on, down to canned goods and automobile oil and gasoline. As the farmer in his conversation with Mr. Gustin, said he would be glad of opportunity to purchase fertilizers and plow repairs so close to home, Big Bill Davis would turn rapidly to the proper indexed pages, write the farmer's serial number, "20" on the indexed pages headed "Coal," "Repairs," etc, thus making almost instantly a list of not only the things needed by the farmers, but also recording which farmer needed the articles thus noted.

After driving along "out" and "in" roads for three days, Mr. Davis suggested that they had data enough to make a start, whereupon, they went home, studied the note book and made deductions from its contents. By adding the items under each index letter and heading, they were able to determine, not only how many farmers wanted the

article in question, but they could tell just what percentage of the parties visited would be in the market for each item.

## MANY WANTED "REPAIRS"

Before they had visited a score of farmers, Big Bill found that almost everybody wanted "repairs," and wanted to know if same could be obtained quickly and without waiting to send away for them. Accordingly, Mr. Davis listed each machine for which repairs would be wanted. He gave each of these machines a number in a small circle, and when a farmer wanted McCormick Binder repairs, or Deering Plow parts, the farmer's number, "20" in this instance, would appear on the indexed page marked "Repairs" and the serial number would be closely followed by one or more numbers in small circles, denoting the machines for which repairs would be needed. In this way, Mr. Davis was able to advise Mr. Gustin that it would be advisable to carry a line of repairs, and he could also tell for just which machines, such repairs would be needed.

A close study of the indexed note-book pages, showed that more than two-thirds of the people approached had asked if they could be supplied with feed of some kind, either chicken feed, cow or horse feeds, or feed for human beings in the shape of "real water-ground" cornmeal.

## PUT IN A FEED-MILL

As a result of these findings, Mr. Davis advised Mr. Gustin to put in a good feed mill, consisting of a grinder and other appliances necessary for blending and mixing the several ingredients required in the best standard feeds. Mr. Gustin was also advised to secure and hire a capable man to handle the feed department, one who could make up any kind of feed required, and who also could recommend and make the best feed suited for any customer's requirements. Big Bill further advised Mr. Gustin that all the data concerning all kinds of feeds for chickens, dairy or stable use could be procured from the United States Department of Agriculture by sending for the proper bulletins and other free publications. Also, that such data could well be backed up by more local recipes and formulas from his state and county boards or agents.

## "WATER-GROUND" CORNMEAL

Mr. Davis also advised that a run of stones be put into the elevator with the feed mill apparatus, for the purpose of supplying to particular customers real, "honest to goodness" water-ground meal. Mr. Davis quietly added that "while he could grind water-ground meal on the burrs in a manner which would defy detection," that the presence of a real run of stones in the elevator would prove an advertisement of great value for many miles around, and that feed as well as meal sales would be greatly increased by the presence of such an outfit in the elevator.

Mr. Davis also advised Mr. Gustin that he should, at every opportunity get the farmers to promise to bring good corn in exchange for items which they might purchase. Big Bill further advised that every bit of corn which came to the elevator be separated into three grades, and the very best White corn, be kept for making "water-ground" meal; that the second grade be kept for making feeds, while the poorest quality of corn be hauled away and sold, ground into meal, or otherwise disposed of outside on the Gustin Elevator's new specialties.

## COAL, OIL AND GAS

"Mr. Gustin" said Big Bill as he looked up from his book of notes, "I find here dozens of calls for coal, coal oil, and almost as many for gasoline. It looks as though it might pay you to put in all these articles, installing standard underground storage tanks for them, and I feel quite sure, that a little later it will prove profitable to set up a service station for automobiles and do both greasing and light repairs. However, I would not install such

service at present, but I would locate the oil and gas tanks just where they should be located after you are ready to put in garage work.

"As for coal, Mr. Gustin, it seems to me I would go rather heavy on that. You can arrange easily to handle several kinds. There is a bank of gravel just back of the elevator, and your present spur track ends just where the top of the bank begins. Put in a couple of horse-scrappers and dig out the gravel for 100 feet or more in length. Put in a 11-foot high concrete retaining wall, extend the spur track along on top of the wall and you will have one of the best coal pockets imaginable. Later you can build sheds over the coal at your leisure. The gravel removed can be readily sold for concrete and you can use a little of it in building a concrete roadway from the highway to the coal pockets."

"Mr. Davis, it is going to take a pile of money, to do all these things. I am not 'broke' by any means, but I am by no means a 'John D.'"

"Don't worry for a minute about that, Mr. Gustin. You will not do all these things at once—not a tenth of them, but it is right that you plan for them all right now, and when the time comes to do one or more of them, you will have only to go ahead and put each addition in its proper place, where it fits, perfectly because you have planned for it in advance. Hence, nothing will have to be torn up or moved in order to make room for another unit."

## HOW ABOUT THE ACCOUNTING?

"Mr. Davis, I am getting scared. How in all creation am I going to keep the accounting straight for all these different departments? Looks as though I would have to hire an expert accountant and some bookkeeper-clerks, in order to keep tab on expenses and to know whether I was making money or losing it. And such a force of non-producers would eat up all the profits, no matter how big a business was worked up here."

"Don't worry about that, Mr. Gustin. There is a short cut through that difficulty, and one which will not cost much either. One man can take care of all your accounting, and handle all the office work as well, leaving you free to put your time where it is most needed."

"How can that be done, Mr. Davis? There will be a pile of work in keeping a thousand items straight, and in such shape that I can tell where I am at without hours of labor or at balancing accounts."

"Put in a big cash register, Mr. Gustin—one of those six feet long and which makes you think of a department store, when you look it over. That machine will have room for a large number of accounts, and, by simply pressing the proper knob before ringing up a sale, each item will be entered in its proper place and the record is made. The cash register people will show you how to arrange loose leaf ledger sheets with appropriate ruling and headings for your particular business. Your bookkeeper has only to fill out these sheets from cash-register figures, and you have a record on every transaction, and can deduct therefrom, whether you are making or losing on each article you handle. The big cash register can and will do about all the clerical work and can be made as stated to tell you at any time just where you are standing."

## FERTILIZERS

Mr. Gustin had been studying the note book intently for some time. Finally, he laid it down and said, "Mr. Davis, I am positively scared! This book shows that at least 15 out of every 20 farmers we talk with want me to handle fertilizers, but I am afraid of that line. Why I know a good many dealers in almost everything else the farmer needs, who will not carry a pound of fertilizer, not even on standard makes. They tell me that about every farmer wants a different kind of fertilizer, and in carrying so many kinds, the sales are small in each variety, and the wastage eats up all the profits. I would like to handle fertilizers because so many possible customers call for them. But—I am afraid of that line, very much afraid."

"Mr. Gustin, you are right. Fertilizers are a great bug-a-boo to the average dealer, but I believe we can dope out a scheme whereby you can make a bunch of money selling fertilizers, and what is



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more, give every customer just what he wants without having a score or more special lots and varieties wasting away while awaiting a purchaser."

"Mr. Davis, if you have such a scheme up your sleeve shake it out, and if we can knock the bottom out of it, then we will put it to work."

"Send for the United States Department of Agriculture bulletins on fertilizers, Mr. Gustin, and in them, you will find tabulated, the ingredients about every known fertilizer. Furthermore, you will find that most all good stock fertilizers are made up of varying quantities of three chemicals, and that not over six or seven kinds of material are required for the making of about every fertilizer the farmer can possibly have use for."

"Yes, I have already read many of those fertilizer bulletins, but where do they come in to help us out in the fertilizer problem?"

"You have plenty of storage space in your elevator, Mr. Gustin, so, arrange some of it to contain fertilizer ingredients, say, five or six of them, and make the storage retain the fumes as well as the denser material, for if a fertilizer chemical 'smells to heaven' you may be sure you are losing money as the strength of the chemical is being lost in the escaping odors.

"Next, put in a mixer, perhaps two, one large, the other small, also some handy device for proportioning fertilizer ingredients in any desired manner. Then, when a farmer wants 100 pounds or 100,000 pounds of any kind of fertilizer, you can throw the ingredients into the mixer and make up for the customer exactly the kind and amount of fertilizer wanted. There will be no waste, no delay, and no loss on broken lots which are losing strength while waiting for some customer to require that kind of fertilizer. In this way, Mr. Gustin, I believe you can handle fertilizers at a guilt-edged profit."

## PROTEIN GRADING ATTACKED

Because Oregon dealers ship so much of their wheat to a transoceanic trade that does not care what the protein content is, Oregon dealers are vigorously opposing the effort to have protein made a grain grade factor. They want less complication, not more of it in any new grading system.

However, Oregon dealers are accepting the Government's suggestion as to the establishment of Federal-state grain testing laboratories, inspections from which will be final.

## EX-EUROPEAN WHEAT IMPORTS GROWING RAPIDLY

The wheat and flour trade of countries outside of Europe receives little attention, but is becoming increasingly important. According to a publication just issued by the Food Research Institute of Stanford University ("Ex-European Trade in Wheat and Flour"), the average annual volume of ex-European trade increased by some 45,000,000 bushels between 1909-13 and 1921-26, an increase of 50 to 60 per cent. Over the same period European trade increased only about 30,000,000 bushels, or not much more than 5 per cent. Growth of the Asiatic trade accounted for most of the increase in ex-European takings. Further growth is likely: There are few ex-European areas where domestic wheat production shows promise of obviating the need for imports; and per capita consumption of wheat is apparently increasing in most of these countries. Within a decade or so the ex-European trade may amount to as much as a fourth of the international trade, as contrasted with an eighth before the war.

European imports have always consisted chiefly of wheat, ex-European imports chiefly of flour. In the post-war period, the flour trade of ex-Europe was almost as large as that of Europe. But flour tends to become a smaller fraction of the trade in wheat and flour combined, since several important importing countries now protect their domestic milling industries. The United States remains the chief source of ex-European supplies of wheat and flour, but has become relatively less important with larger exports from Australia and Canada.

The ex-European demand appears to be rather less elastic than is commonly supposed. Year-to-year variations in the volume of trade have been large in post-war years. They appear to have been due, however, quite as much to fluctuations in the Chinese wheat crop and to a general upward trend of wheat consumption as to variations in wheat prices and concomitant substitution of other cereals for wheat.

## A WELL MANAGED AND PROFITABLE BUSINESS

When Paul N. Kroeker bought the Farmers Mill & Grain Company, of El Reno, Okla., from Messrs. Rasp and Smiley in 1917, he showed a high degree of optimism. A company had been organized by farmers and the elevator built about 20 years ago. The company went broke and Rasp and Smiley took over the property. They kept above water



COAL BINS OF THE FARMERS COMPANY

but didn't get rich on the proposition, so that Mr. Kroeker's confidence was in himself rather than in the plant. It is quite evident that this confidence was not misplaced.

The new owner made money, and so when the old plant burned down on February 29 of this year, plans for a new house were immediately drawn and within three months it was ready for operation. Paul N. Kroeker is president and manager, Jack N. Kroeker is assistant manager, and A. F. Allen is superintendent.

Almost every kind of grain is raised around El Reno and the company handles all of them in varying amounts. But Mr. Kroeker has never been satisfied to sit in his office waiting for farmers to bring in grain, and then sitting some more

Western Corn Sheller and a Western Gyrator to clean the grain. An automatic scale, a power shovel, and air loader and truck air lift make the grain operations speedy and certain, while the two electric motors of 80 horsepower do the work.

The company makes its own feeds and is well equipped to do so with a No. 3 Jay Bee Hammer Mill and a Eureka Junior Combined Corn Cutter. There is one interesting feature in the plant that is rather unusual for elevators of this size, practically every bearing in the house is a ball bearing. Power consumption is the least of Mr. Kroeker's worries. The feed mills are kept busy much of the time grinding for farmers or from the grain stocks of the company and that part of the business has been found highly profitable.

But at that it is not the best money maker. Coal is handled, and in tonnage and in up to date methods of handling many coal companies that handle nothing else would be put to shame. Over the extensive coal bins adjoining the Rock Island tracks is an overhead motor driven conveyor which can be seen in the small illustration. Like all good coal dealers Mr. Kroeker tries to get his customers to put in their coal early when they can save money. But also like most dealers, he has indifferent success in this effort to save El Reno householders money. But with his ample storage and fine handling facilities their needs are cared for as they arise, and the Farmers Mill & Grain Company is well satisfied with the profits from coal.

## NEW GRAIN-TEST STATION

Having finished a careful inspection of one important grain area in Montana, A. H. Bowman, commissioner of agriculture for that state, has recommended the immediate establishment of a state grain laboratory at Glendine, Mont., for the surrounding area. N. T. Geise, director of the state division of grain standards, also recommended that the laboratory be established.

## IOWA STATION DISTRIBUTES WHEAT

The Iowa Agricultural Experiment Station, at Ames, Iowa, is to distribute both Iobred and Ioturk fall wheat this year to those farmers in the state who desire it. The Iobred wheat in a total of 113



PLANT OF THE FARMERS MILL GRAIN COMPANY, EL RENO, OKLA.

waiting for cars to ship it out. From the very first he realized that a successful grain elevator had to do more than ship grain. So the new plant like the old, is well equipped to handle, not only grain, but a profitable line of feeds, coal and building material.

The house is ironclad, with a storage capacity of 50,000 bushels. It has a 1,000 bushel per hour

tests during the past four years has averaged approximately two bushels more than the home grown varieties with which it has been compared. Iobred has been a special favorite because of its ability to stand the Iowa weather.

For a number of years the station has been experimenting with Ioturk wheat and in every case it has proved to be the highest yielding wheat.



## The Growing Importance of Rice

Millions of Dollars Being Invested in Canals and Ditches  
That Make the Rice Crop a Success

By EARLE W. GAGE

IT WILL come as a distinct surprise to many, even closely aligned with the American grain trade, to learn that, this season, grain growers in four states will garner rice crop on more than 1,000,000 acres of land, for the wealth-producing cereal of the Orient introduced into the United States, now is rated among the important commercial crops. American-grown rice is now produced in competition with the crops of cheap-labor districts of the Far East, and 70 per cent of the California rice crop enters international trade and is sent to Japan. American efficiency alone can explain this, for while Japanese coolies work for 40 cents a day and board and keep themselves, in California wages are around \$5 a day, plus board. The answer to this seemingly paradox—exporting high-priced American rice to the low-priced Orient—is found in the increased acreages and the reduction in man power.

While, over on the other side of the world, the rice growers rest content to continue to employ the drudgery of hand methods, in California, Louisiana, Texas and Arkansas—our rice belt—tractors have replaced these ancient methods. Caterpillar track-laying tractors level the land, build the ditches and checks, plow and cultivate the soil, haul the harvesters and even furnish power to thresh the crop. Amazing economies result in this mass productive plan, which explains why our grain men are able to meet the Japs on their own level and beat them to it! The rice growers have hitched a tractor to their productive star, and won out.

For a long time we have been underestimating the wonderful resources of these United States. Although we were slowly and surely waking up, it really took a world war to reveal the urgent need of becoming self-supporting, and rice-growing was one of the agricultural industries that enjoyed a new impetus as a result of the conflict. Japan had long enjoyed leadership in rice culture and export, and millions of pounds were sent to us each year, to meet the growing demand for this popular cereal. India,

culent food, especially when milk is added to this cereal.

With a rapidly increasing acreage and a regular sustained improvement in its agricultural and marketing methods, the rice industry of Louisiana returned millions of dollars annually to those engaged in producing and milling it, and constituting in itself over half of the rice industry of the United States, means that rice is one of the Pelican State's most important, profitable, and growing branches of agriculture.

Perhaps no single industry of the new South has enjoyed a more remarkable or a more romantic growth. First raised in Louisiana on a commercial scale during the Civil War in an attempt to offset the ill effects experienced by the South in the wanton destruction of the Carolina industry, and found to be peculiarly responsive to its fertile soil and genial climate, rice soon became a recognized staple. In the state, its culture gradually being extended, until in 1880 the harvest aggregated over 100,000 bushels.

But the real birth of the rice-growing industry may be said to date from 1884, when a colony of sturdy farmers who had emigrated from the Middle West, disheartened by successive crop failures and tired of the interminable, rigorous winters of the North, came to the prairie country of southwestern Louisiana, where rice-growing had just been commenced in a small way, the industry up to this date having been confined to the alluvial and delta lands of the state. Until their arrival, rice culture in the United States had differed only in detail from rice culture in the Orient—the same antique methods of cultivation and harvest had obtained throughout the centuries, being used in the South. But the newcomers, fresh from their wheat fields, could not be expected to tolerate a continuation of these old conditions—the hand method of sowing must be superseded by the modern grain drill; the primitive sickle by the reaper; the ancient flail by the modern

stand as leading monuments to those intrepid pioneers from the North, who, by hewing out a new trail in the wilderness, made possible the present wonderful development of the rice industry in Louisiana.

The next great era—beyond doubt the most important in the history of the American rice industry—dates from 1896, the year in which the irrigation canal was introduced. This canal was constructed by the Abbott Brothers and the Duson Brothers, who have been potent factors in the development of western Louisiana. Up to this time the rice farmer had to depend entirely upon the natural moisture for the irrigation of a crop that required more moisture than the average American field provided; the irrigation canal was unknown in rice culture before these men introduced the first canal in 1896.

What the irrigation canal spelt to the rice grower



HAULING RICE TO MARKET FROM THE THRESHER

of Louisiana needs no emphasis. How many growers have experienced total crop failures through their inability to afford adequate nurture to the growing grain can never be calculated. But their number is legion. The irrigation canal changed all this. It made the grower entirely independent of the elements. Jupiter Pluvius was no longer the patron saint of the rice industry—his dethronement had been absolute. A new star had arisen.

The canal method of irrigation was a tremendous success from the day of its inception, and it completely revolutionized the industry, extending the growing area into sections that up to that day had been regarded as waste lands, wholly unsuitable for the culture of any commercial crop.

Some of the more than 250 irrigation and milling companies now serving the rice industry of Louisiana are gigantic business enterprises, canals alone costing anywhere from \$50,000 to \$500,000; and all of them represent the investment of a great amount of capital, as not only the work of cutting and maintaining the main canal and lateral ditches must be provided for, but also the erection and operation of power plants adequate to the needs of the particular undertaking, for practically all of the rice in Louisiana is irrigated by means of pump, the exceptions being the alluvial sections, where the water is syphoned from the river. Here, too, they have to maintain auxiliary power plants for emergency purposes—and the flowing wells, of which there are now about 1,000 in use.

Some of the larger irrigation plants in Louisiana are: The United Irrigation & Rice Milling Company's project, at Abbeville and Gueydan, irrigating thousands of acres; the Louisiana Irrigation & Milling Company's project, at Crowley; the Hunter project, at Gueydan, and the Schell project, at Washington.

The United plant, originally called the Gueydan, bears the distinction of being the first important project in the state. This proposition formerly irrigated 20,000 acres, but has been extended to more than twice its original size. The Schell Canal represents the last word in rice irrigation methods, both as to the character and the size of the enterprise. This giant project, the brain child of J. Franklin Schell, a noted Pennsylvania engineer, calls for the irrigation of 250,000 acres of rice land. This is one of the greatest irrigation projects ever undertaken in the South, representing an ultimate investment of \$10,000,000. This shows us something of the growing importance of rice as a commercial crop, when men are willing to lay out so much capital in its efficient production.

Rice culture, the irrigation eliminated, differs



THRESHING RICE IN TEXAS

China and southern Russia had large rice fields, but Japan remained leader.

Did you know that more of the world's children subsist on millet than rice; more on rice than on wheat; and that these three cereals comprise the trinity of the world's commercial cereals?

So important is rice culture in Japan that more than one-half of the land devoted to farm crops is seeded to rice. Many of these Oriental fields are no larger than an ordinary American tennis court—in fact, the average large farm in Japan consists of one and a half acres. Yet these small fields, collectively, are feeding 50,000,000 people. In many districts rice is the sole means of sustenance, and although rice-culture has gained wonderful proportions in the past five years, popular prejudice withholds from many American tables a most suc-

threshing machine, and old-time methods of milling, replaced by the steam-power mill.

This, indeed, was a revolution, and the native population, strong in its inherent prejudice against conditions that were foreign to its experience—a common prejudice throughout the world—viewed with pessimism the dawn of the new era in the rice industry—the drill was a myth; the binder, on such wet soil, an impracticability; the steam thresher as a substitute for the windrow, a dream; the steam rice mill, an innovation of a tomorrow too far distant for any of that day to ever witness. But Middle Western enterprise and courage could not be daunted, and they may find their vindication now in the prosperous and picturesque communities, such as Crowley, Jennings, Rayne and Acadia Parishes, which are veritable oases in the desert, and



very little from the cultivation of wheat or any other of the great staple cereals. The land is broken in the late fall and again in February or January, being harrowed and seeded from the first of March to the first of June, according to climatic conditions and the condition of the soil. As a rule the seed is planted by drill, although in the alluvial districts a great many growers cling to the old method of broadcasting. Unless the ground is sufficiently wet, the water is turned on immediately after seeding, being turned off again, until the grain has not only germinated, but attained a growth of four to five inches, when it is reflooded to about the same depth until a week or so before harvest time, which commences from the latter part of July, according to locality, and extends to about the middle of November.

A crop of rice will yield anywhere from 20 to 80 bushels an acre, this remarkable divergency to some extent being attributable to local weather conditions, but more largely to careless planting and cultivation and the failure of the grower to restore the fertility of his lands by crop rotation. Some rice growers raise only 16 to 20 bushels to the acre, as against a common average yield for the state of 32 bushels, while the more progressive farmers realize an average yield of from 72 to 80 bushels.

After being threshed the rice is either sold in the field to the agent of the large milling companies, shipped to the mill direct, or consigned to one of the central rice milling points, such as New Orleans, Beaumont, or Houston. About three-quarters of the crop goes direct to the mills, of which there are more than 56 scattered over Louisiana, a large number of these in and near New Orleans.

## THE UNRECORDED MORTGAGE

By M. L. HAYWARD

If X owns land, mortgages it to Y, who fails to put his mortgage on record, then Z buys the land in good faith, for value, and without any knowledge of Y's mortgage, Z's recorded deed of the land will hold it as against Y's unrecorded mortgage.

This is the practically universal doctrine of the American courts, on the ground that the laws requiring registration are for the protection of good faith purchases, and are to be liberally construed to effect that purpose.

Take the case, however, where X gives a mortgage to Y which Y fails to record, then the local grainman gets a judgment against X, and attempts to sell the land under his judgment.

Does the judgment take priority over the recorded mortgage?

On this point the general rule is that if the grain dealer obtains his judgment without knowledge of the existence of Y's mortgage the judgment attaches to X's interest in the land as shown by the public records, thereby cutting out the unrecorded mortgage.

"The same rule must be applied where the protection the statute affords is claimed by a judgment creditor. He must have become such after the conveyance was made, or the encumbrance created, the failure is record which may mislead him to the belief that the property is standing upon for seizure," says one state court in laying down this rule, and there are Alabama, Arkansas, Colorado, Illinois, Minnesota, New Jersey, North Carolina, Ohio, Pennsylvania, and Virginia decisions in the same effect.

On the other hand, the general rule is that if the dealer has notice of the unrecorded mortgage at the time of obtaining his judgment, then the unrecorded mortgage ranks first.

There are Pennsylvania decisions, however, holding that under statutes of that state notice makes no difference and Z is still entitled to priority.

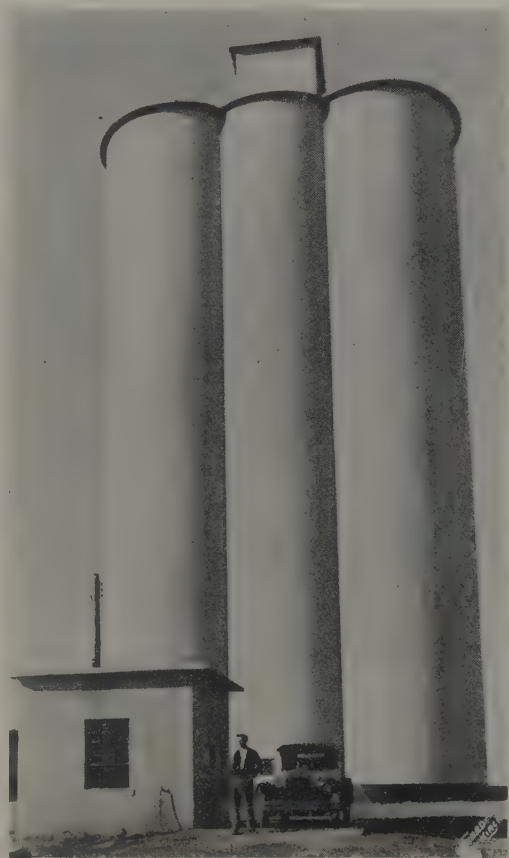
Suppose, now, that the dealer obtains his judgment without any knowledge of the unrecorded mortgage, so that he is entitled to priority over the mortgage, sells the land under an order to the court and Z, who knew of the existence of the mortgage, bids it in. Does Z get a good title? On this point that rule is that the dealer's want of knowledge also protects the purchaser at the execution sale.

On the other hand, the rule that a judgment creditor without notice takes priority over a previous unrecorded mortgage is not unanimous, and some courts hold that all that Z can sell under his execution is X's actual interest in the land.

"In short, the filing of the judgment only created a lien upon the interest in the real estate owned by the judgment debtor at the time of the filing of the lien, and if, prior to the filing of such judgment lien, the judgment debtor had mortgaged said real estate, the lien created by filing such judgment was subordinate to such mortgage," said the Oklahoma Supreme Court in laying down this rule, and there are Indiana, Iowa, Kansas, Kentucky, Nebraska, New York and Washington cases in which the same rule is approved.

## KANSAS ELEVATOR HAS OIL SIDELINE

Although a part of the great plains which form the eastern slope of the Rocky Mountains, the physical character of the Kansas country is best described as rolling prairie. There are no mountains and no



HASKELL COUNTY GRAIN COMPANY'S ELEVATOR AT SUBLETTE, KAN.

marshes, and the altitude varies from 750 feet to 4,000 feet—which is found in the western part of the state. The climate is mild, and the violent winds of winter and spring, known to the early settlers, have been greatly mitigated by the cultivation of the soil and the planting of trees.

The natural resources have lent themselves to the development of this territory. Vast wheat fields have long been under cultivation and a number of the leading flour mills of the country have seen their growth in this area. With good milling wheat near at hand it is not surprising that millers should have turned to this section. This has also necessitated the building of country elevators of suitable size and efficiency for handling the large crops of Kansas.

One elevator which has done its share in developing the country hereabout is that of the Haskell County Grain Company, in Sublette, Kan. The company was organized in 1927, and has a favorable location adjacent to the right of way of the Atchison, Topeka & Santa Fe Railroad. The elevator was built in the spring of 1927 and has had a prosperous

career ever since. The officers of the company include C. D. Jennings, president; and Frank McCoy and John Watson. The illustration on this page gives a good idea of the general appearance of the house, which is built of reinforced concrete.

The storage capacity of the house is 96,000 bushels, and this is taken care of by three tanks and one small bin. A shipping capacity of 2,500 bushels per hour is the rating of the plant. Electricity is used both for power and for lighting, and Fairbanks, Morse & Co., Chicago, provided one 15-horsepower motor. The motor is connected by belt to the head pulley at the top. In the center of the structure is one belt conveyor, which is about 125 feet long and 10 inches in width. Two scales have been provided—truck and automatic. Additional equipment includes a gravity truck dump and a carloader. Adequate fire protection guards against the usual elevator hazards.

The chief grains handled are wheat and maize, the year's business ordinarily including approximately 300,000 bushels of the former and 75,000 bushels of the latter. The most profitable sideline merchandised by the Haskell County Grain Company is oil, and the concern does a wholesale business in this commodity. The superintendent of the house is C. G. Wagner.

## AIR SAVES CROPS BY REMOVING MOISTURE

Electrical science, through mechanical control of air conditions, every season is saving thousands of bushels of potatoes for farmers, not to mention large quantities of seed corn, cottonseed and other agricultural products, according to air conditioning engineers who have studied the problem of halting spoilage of crops on the farm.

Large growers of sweet potatoes in Texas, for example, have reduced rotting of this very useful "spud" to a negligible quantity by adopting an ingenious method for storing and "airing" them. Ordinarily, the moisture which is abundant in these potatoes comes to the surface and they rot. The growers, however, place them in a bin with a screened bottom underneath which is a powerful ventilating fan which blows air up through the racks of potatoes and carries away the excess moisture. A similar method is used in "conditioning" cottonseed after it is taken from the gin and stored in large bins. The natural heat developed by the seeds is sufficient for the air motion to carry away the moisture.

A large processor of seed corn in Pennsylvania has developed an elaborate drying system to handle tremendous quantities of seed corn. It consists primarily of two large specially constructed rooms with basements, each with a capacity of 1,500 to 2,000 bushels at a time. The floors of these rooms are made grate style, with openings between each board placed edgewise. The dimensions of these rooms and the floor grating are carefully calculated so that a blast of warm air driven into the basement may be distributed equally through the whole room above.

Some 3,000 to 4,000 bushels of corn in drying racks are placed in these two rooms in such manner as to allow complete air circulation around and between the ears. Everything ready, the doors are tightly closed, the intakes and ventilators properly adjusted, the steam-heating plant started. Enormous fans, with a capacity of 8,000 cubic feet of air per minute, are then put in operation, bringing in air, passing it through an ingeniously designed steam-heated radiator and into the basement of each room. The air then passes rapidly up through the grated flooring and open drying racks.

The experts point out that seed corn troubles are generally due to too much moisture, and if the corn is dried down to 12 per cent moisture before cold weather, most of the troubles and dangers disappear. Freezing is the greatest danger. Corn containing 20 per cent of moisture will not stand a temperature of even 15 or 20 degrees. The seed germ is killed although much eastern corn frequently enters the winter season bearing 25 to 35 per cent moisture.





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We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers National Association and of the Illinois Grain Dealers Association

CHICAGO, ILL., SEPTEMBER 15, 1928

### PROTEIN BIDS

**I**N VIEW of repeated protein tests on carloads of wheat as against the tests on samples drawn from the carloads, the elevator operator must, to protect himself against loss, bid on a basis of at least .25 or .35 per cent below the protein analysis of the samples. Samples always run higher in protein than carloads because moisture easily is lost from small, segregated lots of grain.

However, at low protein stations, the operator cannot afford to bid on a protein basis at all, unless carloads can be secured that run over 11.25 per cent protein. Doing business on any other basis is a charity proposition.

### A HARD WINTER FOR FARM "RELIEF" BILLS

**R**EPRESENTATIVE TILSON, of New Haven, Conn., majority leader of the lower house in the national congress, last week stated he did not believe any serious effort to enact farm legislation would be made until that subject could be considered in conjunction with tariff revision.

Both subjects may receive consideration this winter, but the December session being a short term affair, will be concerned mostly with appropriation bills. The exact words of Mr. Tilson are:

On account of the inability of Congress to pass a satisfactory farm relief bill during the last two or three sessions, I doubt whether a very serious effort will be made to pass a comprehensive farm relief bill until the subject can be considered in connection with tariff legislation. For that, there

probably would not be time during the three months of the short session.

There are other good reasons of course for the general lull in the professional farm relief racket. President Coolidge has been the nemesis of the racketeers twice now, and the third time probably would turn out to be far from the proverbial charm. Farm bill sponsors also recognize that it would be wisdom to wait until after election to see which party camp must be besieged with their stereotyped appeals.

So the grain trade will have a vacation, although brief, from worry along the line that in the past has been summed up in the hyphenated term, McNary-Haugen.

### LITTLE CHANGE

**G**ENERALLY the crop situation remains about the same for the country as a whole as was indicated last month, according to the Government crop report of last week. However, sharp changes have come about in individual states, and these volume shifts are making business interesting for dealers in the affected sections.

Production of 901,000,000 bushels of all domestic wheats, indicated by the condition this month, is only 1 per cent above last month's prediction, while the corn crop, which is put at 2,931,000,000 bushels, represents a 3 per cent decrease. Corn prospects seem to be materially reduced in Nebraska, South Dakota and in Middle Atlantic States. Yet even the present figure is 6 per cent above King Corn's record of last season.

Durum wheat is getting on well with the statisticians, anyway, being rated at 81.8 per cent of normal; other Spring wheat is going even better: 82.1 per cent. For oats, a harvest of 1,453,829,000 is expected, and with this amount the crop is 84.4 per cent up along the road to normalcy.

### THE POOL AND THE CRISIS

**C**ANADA'S wheat pool faces a crisis. Friends and critics alike say the pooling theory must now meet the crucial test of its existence. High prices in past years have eased the way for the pool, says Edward J. Dies, reviewing the situation, and now the scene changes. Canada is harvesting her most abundant crop. The United States likewise has a huge crop and a big surplus. Rapid harvesting by combines has caused wheat to deluge the market. Low prices exist.

Chief claim of the pool has been to "orderly" marketing, with price control. Pool managers have repeatedly said they sustained prices. Hence for over four years pool members have believed prices never again would sink to present levels. As a climax to the flood of criticism, the pool announces the advance payment this year will be cut from a dollar to 85 cents, "a definite admission," says the *Market News and Financial Farmer*, "that it cannot control the situation and has no confidence in restoring a higher level."

Broomhall in a review of world wheat conditions directly charges the pool with responsibility for present low prices on the ground that pool managers, by promising high prices,

induced formers to raise larger crops. This result is similar to that feared by opponents of the McNary-Haugen bill when it was being touted in the United States—high prices, bigger surpluses. In Canada and Australia as well as in the United States and Argentina, says Broomhall, farmers have been led to believe fortunes could be made in wheat crops under the pooling system and acreage has been expanded when it should have been reduced.

Those who contend pooling is unsound and costly, say the system is doomed, in Canada and elsewhere. They term the Canadian pool the biggest speculative exploit in history of marketing. They point to the failure of various pools in the United States since the war, and to the recent virtual discontinuance of the Central States Soft Wheat Growers Association, known in Indiana and nearby states as the wheat pool. Proponents of the Canadian pool have little to say right now. But no one denies that the fate of that colossal experiment in marketing today hangs in the balance.

### FEED AND COAL AND FALL

**N**EARLY every item in the long list of elevator sidelines is a seasonal product. The grain business itself being an enterprise with sharp seasonal volume peaks, makes sidelines an essential to the dealer who cannot afford to let his plant and himself remain comparatively idle during the months which intervene between brisk grain trading periods.

The grain season, of course, is overlapped considerably by the feed season, yet the biggest feed grinding and selling months for many elevators directly follow the heavy rush of harvest grain. In such houses it is a matter of routine to see that an extra stock of feed is ordered for delivery just after the rush grain season. Advertising of grinding service is also timed to bring in the trade when it can be handled to best advantage. In this connection, it has been noted that grinding service brings in customers for prepared feeds. *Vice versa*, buyers of branded feeds are often converted to the economy of having custom-ground the grain that once they fed whole with the concentrates, after they see that the elevator can render both services.

Coal as an elevator sideline, only overlaps the grain trade a trifle, and more and more dealers are finding that a local coal business is an ideal supplement for a business whose regular sales peaks occur in summer, fall, and spring.

### IN TEN DAYS

**T**HE Boston convention will be in full swing just 10 days from the date of this issue. Non-members, as well as members of the Grain Dealers National Association, will be welcomed there, but of course we cannot guarantee that if you're not a member now, that you will escape from the city without signing on the dotted line. Anyway, it is not too late to wire reservations now, not too late to pack your bag, not too late to join in an annual meeting where some grain trade history will be made, and other history started.

Next month, as usual, the official report of



the proceedings will be in this magazine. Whether you are lucky and can go or whether you can't arrange to be there, watch for this account. It will be the most complete one available.

## EDITORIAL MENTION

The manager with few hedges is the man of many regrets.

The farm relief that really will count will involve the control of production, not of surplus.

Iron clad strips sometimes are much more sturdy than the nails that anchor them. Make renailing a regular routine.

For managers handling fertilizers, Mr. Hobart writes some interesting comment in this issue. Look for his article.

Wheat market bulls usually lead a hectic life at harvest time, and this season is proving no exception.

Any motor driven machine around an elevator is only as good as its wiring. Defective wiring can reduce the best of assets to twisted metal and ashes.

Grain market fluctuations form no logical basis for casting a presidential vote, but the farmers' craving for logical bases has attracted the attention of no historian.

A baffle board to spread the stream of oats as they go to the bin from the spout prevents packing of the grain at one spot. And packing prevention often means fire prevention.

Wheat, compared to corn, has become so cheap that much of it is being used for feed. Wheat chop is so rich a feed that care should be used in recommending it to elevator customers.

As soon as your house is full of new crop grain, your possible loss from lightning is trebled at least. Yet rodding then costs no more than when you had only the elevator to protect.

This promises to be one of the biggest feed seasons for elevator dealers since the late war. Early-ordered stocks, attractively displayed will start this sideline ball rolling fast after frosts start in earnest.

Weed seed is a bad enough hazard in any grain, but in high moisture oats they often prove fatal. Oats and weed seeds, if of high moisture content, require little coaxing to effect spontaneous combustion.

To help reduce the enormous losses charged to stinking smut which last year took toll of 1,400,000 bushels of Pennsylvania wheat, a railroad company, assisted by the Penn State College, will run a special wheat train through 19 Keystone counties this month. The train will be equipped with smut treating machines,

and should prove to be a type of crop insurance which next season will repay the co-operative efforts of the growers, dealers, college, and railroad alike.

A South Dakota bulletin says corn stalks for rayon manufacturing purposes are worth \$7 a ton or \$10.50 per acre. It's only a question of time, optimists say, until we have regular stalk and cob dealers as well as grain dealers.

Grain has been found in old graves recently explored by desert expeditions in North Africa. This seems to be evidence that when Europe was in the Ice Age, parts of the Sahara were rich grainlands. The Sphinx refuses to verify this.

Cobs may be "worth" \$5 or \$10 per ton for rayon mills, but in the absence of a regular market for them, a cob burner is a good way to dispose of such material. If there's any one thing that makes a plant look "run down at the heel" more than another, it's a cob-strewn yard.

You may have installed a modern oil burner to heat your home, and an oil engine to run your plant, but coal still is the standard fuel for the average home owner. It is not too late to repair and replenish the elevator coal bins and to connect solidly with the heavy local demand for "black diamonds."

The fiftieth anniversary of the Brackman-Ker grain and mill organization in Canada brings to light the fact that this firm's founders erected the first concrete grain tank in the Dominion. About a dozen its size could be slipped into a single big tank of the concrete forest at the head of the lakes.

Political leaders would count it sacrilege, we suppose, to attempt to restrict speculative operations on the New York Stock Exchange as they are restricted on the Chicago Board of Trade. Imagine, if you can, the equivalent of Dr. Duvel, chaperoning brokers on the New York floor. He would be deported.

Many Ohio wheat growers will be compelled to purchase wheat for their fall sowing because of crop failures in many parts of the state. Since Ohio Red Winter is commanding a heavy premium, many growers are seeking cheaper seed, but the risk of using unguaranteed "imported" seed, will cause many farmers to buy in Ohio grain even at a steep price.

After almost a year and four months of hearings, the final bit of testimony on the general grain rate case, has been taken by the Interstate Commerce Commission. The final hearings were in Los Angeles. We hope the Commission can wade through its 61,000 pages of testimony in time to give a decision before said testimony is out of date.

Barley should be more widely used as stock feed not only on account of its high yield per acre, but also because of its nutritive value, declare Government experts in grain feeds. It is true that the only feed crop that readily can be compared with barley in the matter of

economy, is oats. Barley produces more pounds to the acre than oats and has a higher percentage of digestible nutrients. Oats, of course, may be fed most any way with good results, but barley only gives the best value when coarse ground. These days the elevator man is prepared to give any kind of feed grinding service, so barley can be put into proper feed form with very little trouble for the feeder.

Present prospects are that European wheat production, outside of Russia, will be only slightly, if any, larger than last year and that the rye crop will be reduced from 60,000,000 to 70,000,000 bushels below last year. The European wheat requirements, therefore, are likely to be increased considerably. Under these conditions, Europe may import about 650,000,000 bushels of wheat.

The general level of farm prices received by producers on August 15, was six points lower than on July 15, according to the monthly farm price report issued by the Department of Agriculture this month, but at 139 it was still seven points higher than on August 15 last year. (The base period taken as 100 is the five-year period 1909-1914.) In view of grain market declines, this showing is a surprise.

Besides destroying an average of 1.4 bushels of wheat per Pennsylvania acre last year, smut caused further loss in dockage. Buyers naturally pay from three to 30 cents a bushel less for tainted grain than for wheat without the fatal odor. These discounts cost Pennsylvania farmers approximately \$250,000 a year. The trouble is that the individual grower is likely to charge up his loss to the elevator or mill manager rather than to smut.

At the rate which farmers of western Canada already are delivering wheat, there is sufficient coming forward not merely to supply the current consumption needs of Canada, but also to meet the total world export demand for wheat and flour. If the stream now flowing from western Dominion farms were to continue directly through the various channels of transportation, every other exporting country could close its ports and the world would be amply supplied. Yet the stream now flowing from these farms will soon swell into a great river, having a volume far beyond the world's current requirements. This fact must impress the mind with the magnitude and importance of the problem of storage and direction of the flow of wheat which Canada has to solve. The main reservoir consisting of the elevators between Port Arthur and Vancouver, must hold the greater part of the surplus, at least until the month of May, but large supplies must also be directed before the close of navigation to the secondary reservoirs at the eastern lake ports. Canada cannot export faster than the world wants its wheat, says *Grain Trade News*, but it must always have wheat in position to promptly fill every order that it can get. In view of the vast volume of Canadian supplies this year, the proper functioning of the great storage and handling system will be more important than ever before.



KENT KEILHOLTZ  
Toledo

# NEWS OF THE TERMINAL MARKETS

ED. K. SHEPPERD  
Indianapolis

## VOLUME OF GRAIN FUTURES TRADING IN AUGUST

The trading in grain futures in August on the Chicago Board of Trade was in greater volume than the previous month. The total for August was 1,604,222,000 bushels, divided among the various grains as follows, for the purpose of comparison the July figures being given in parentheses: Wheat, 919,034,000 bushels (829,797,000); corn, 570,497,000 bushels (511,522,000); oats, 77,720,000 bushels (67,521,000); rye, 36,971,000 bushels (48,661,000).

The average open contracts in futures at Chicago in August, "short" side of contract only, there being an equal volume on the "long" side, were: Wheat, 111,279,000 bushels, compared with 82,883,000 a year ago and 90,257,000 in July; corn, 79,207,000 bushels, as against 82,329,000 last year and 78,156,000 in July; oats, 26,765,000 bushels compared with 30,721,000 a year ago and 23,824,000 last month; rye, 9,005,000 bushels, as against 11,163,000 a year ago and 10,381,000 in July. The total average for all grains in August was 226,256,000 bushels.

## COTTON MARKET PICKING UP

Growth of the Chicago cotton market has drawn another powerful cotton firm to Chicago.

President Samuel P. Arnot of the Chicago Board of Trade announced today that the old firm of Stewart Brothers Cotton Company, established in 1865, has purchased another membership in the Chicago Board of Trade, has joined the clearing house of the exchange, and has leased quarters in the Continental & Commercial Bank Building for a Chicago branch.

Andrew Stewart Messick will be in charge of the local offices. Headquarters of the company are in New Orleans, with branches in New York and in several southern states.

"It is significant as indicating the rapid growth of our cotton market," said Mr. Arnot. "In the past 12 months the volume of business has been eight times larger than the preceding 12 months.

"The addition of Stewart Brothers, with a general export business of several hundred thousand bales a year, to those already trading here will greatly strengthen the market. It will provide another 'spot' house to take cotton on contracts when such a course is desirable. This company will also do an arbitrage or straddle business between Chicago and New York and New Orleans.

"Other representative cotton exporting firms are planning to establish Chicago offices, by reason of the remarkable progress of our market, which is contributing in large measure to the financial development of Chicago."

## CORN RESERVES LIGHT

More stations report daily that their stocks of old corn are gone or nearly so, but the loading of a car here and a couple there continue to give traders a little to work with, but reserves are light everywhere which will make the present crop go into consumption probably a month earlier than usual. This year's corn crop is more evenly distributed over a wider area than that of last years and will not give the railroads as many long hauls at around \$500 per car as we have seen of late.

The brand of weather prevailing here recently has pushed corn towards maturity very fast; farmers are now figuring that they will likely commence husking and cribbing operations here between October 1 and 15; farmers are already

feeding a little to live stock on the farms. As the corn foliage withers it discloses more clearly the difference in the prospective yields between rich land well cultivated and lighter soils that had to sustain both the growing corn and also a crop of weeds and grasses between the rows, which fact causes us again to talk about an average yield only, of good quality corn this year. The sharp advance in bids for cash oats have been gratifying to owners who show a little more disposition to sell as opportunity offers.—H. I. Baldwin & Co., Decatur, Ill., letter of September 8.

## CONGRATULATIONS

This is in the nature of a birthday greeting to J. Fred Wickenhiser of John Wickenhiser & Co., Toledo, Ohio, who on September 29 will begin his



J. FRED WICKENHISER

fortieth year. He has been regularly with his father in the grain business since 1915, not counting the school vacation experience of several years preceding.

From 1915 to 1917 Fred was manager of the country elevators operated by the firm, with headquarters at Latty, Ohio. In 1917 he joined the Ohio Engineers Corps, and since his discharge from the army after the war has devoted himself to the grain business.

John Wickenhiser is one of Toledo's grain veterans who has made a firm place for himself in the regard of the trade. Fred has full measure of his father's sterling qualities and enjoys a well earned popularity on the Toledo market.

## OLD TIME TRADER DEAD

Leopold Bloom, at one time one of the prominent figures on the Chicago Board of Trade, died at the Drake Hotel, Chicago, Ill., on September 7, following an illness of two weeks. Mr. Bloom was known as "Bloom the Plunger" on the Board because of his heavy trades in the market. He became wealthy and frequently helped his less fortunate associates to tide over their bad breaks.

Mr. Bloom was born in Clinton, Iowa, 75 years ago, and came to Chicago with his father as a boy. He first worked as a bookkeeper at the age of 16 years. Eight years later he bought his seat on the Chicago Board of Trade. Here he was long a business associate of Philip D. Armour.

Surviving him are his widow, with whom he celebrated his golden wedding anniversary three years ago, and three daughters and one son.

## THE VALUE OF HEDGING DEMONSTRATED

Farmers are no longer bewildered by the intricacies of futures trading. Thousands of them are making direct use of the market by hedging their crops.

Such course has long been advocated by the Chicago Board of Trade and other exchanges. It has been pointed out that a farmer, knowing approximately the size of his coming crop, could often take advantage of high future prices when they occur and sell "short", delivering his grain later when it was harvested.

This wise use of the futures market, authorities say, gives the farmer every advantage enjoyed by others in the market. A most striking example of farmer use of the futures market has just been reported.

Fifty wheat growers, all representative farmers in southwest Kansas and northern Oklahoma, formed a group and carried out a very successful hedging transaction. Last April they were attracted by the highest level of prices reached in three years, due to conditions which at that time gave every promise of a very short wheat crop, particularly in the Southwest. They made inquiry of a country elevator dealer near Turon, Kan., as to the feasibility of using the futures market to obtain or insure the prevailing record price for their prospective wheat crop.

So rapidly did results of this discussion travel among wheat growers in that territory that soon the plan was being watched with great interest. The 50 farmers, who expected a total production of 200,000 bushels in about 12 neighborhood counties bordering the two states, hedged their growing crop.

"Virtually the entire transaction was consummated in the closing days of April when the Kansas City July price reached \$1.60 $\frac{1}{4}$ , the highest in three years," says a Kansas City editor, commenting on the deal.

"The closing price of the market Saturday was \$1.23 $\frac{3}{4}$ , giving the investors a profit of as much as 42 $\frac{1}{2}$  cents a bushel more than their neighbors if the contract had been closed that day. The basis of the contracts offered a premium of four cents a bushel for No. 1 Hard wheat, with 11 per cent protein and one cent for each  $\frac{1}{4}$  per cent variation in protein up or down.

"With virtually all arrivals here grading No. 1 Hard wheat and using as an example 13 per cent protein, these farmers would receive \$1.66 $\frac{1}{4}$  a bushel, basis Kansas City.

"The high price was assured through the short selling of 200,000 bushels of Kansas City wheat, in which contracts were made to deliver a similar amount of wheat from the new crop harvest now under way.

"Some of the country elevators active in encouraging the 200,000 bushel trade, included the Farmers Elevator Company of Castleton and Sterling, Kan.; the Pretty Prairie Co-operative Grain Company and the Turon Elevator Company. Many in-



dividual farmers also hedged their new crop wheat, in the peak of the market, but they are not included in the group of 50. John R. Meister, Alida, Kan., farmer, hedged 2,000 bushels here and a 3,000-bushel prospective crop was hedged by C. D. Brueggman of Wakefield, Kan.

"The increased farmer participation in the futures market is regarded by dealers here as an important step that will bring home to the grower the necessity of this important and basic cog in the century old system of grain marketing."

### HOOSIER OATS MARKET GOOD

Our market has enjoyed a wonderful oats movement and our cash market has held up nicely with a very good demand for oats from elevator interests. While we don't expect anything like a mid-harvest movement of oats we wouldn't be surprised to see oats move rather freely during the rest of this month.

We have had a rather steady movement of corn. The demand has been erratic, influenced, of course, by the unsteady action of the September option. While reports that we receive would indicate that corn is pretty well cleaned up in the country, conditions seem to give quite a few indications of the old story of "a long tail of a short crop."

Wheat receipts are light. There is a good demand for all kinds of wheat with an excellent demand for most any kind of strictly Soft Red Winter wheat with premiums increasing some over prices obtainable for Hard wheat. —*Cleveland Grain & Milling Company, market letter of September 10.*

### BUFFALO CORN STOCKS LOW

The oats movement to this market has proven very disappointing up to the present time. There were apparently more holes to fill than had been anticipated and prices have been on the up-grade for the past two weeks. Local stocks have increased only slightly and an excellent demand exists for all grades of oats, which promises to continue until there is an increase in receipts either by rail or lake.

Stocks of corn in local elevators continue below normal and while the trade in general are buying only from hand to month, there is a steady demand which promises to continue right through the fall. Unless the country shipments increases there is every indication of a tight supply and demand situation in old corn before the new crop is fit for market. Feeding conditions in the East are on a healthy basis and the movement of the new corn crop when it does set in it is likely to find the same condition as existed in oats.

There has been a good business in wheat by lake to this market recently and millers are beginning to feel that prices are about low enough and they are inclined to take hold more freely. A record wheat business is expected through this market before the close of lake navigation.—*J. G. McKillen, Inc., market letter of September 10.*

### PEORIA RECEIPTS LIGHT

The grain situation at Peoria has been a rather unsatisfactory one. That is, we have had times of very light receipts and not many days of anything that could be called heavy. This put us in a position of not getting enough corn here to supply our local industries, which are using right around 75,000 bushels daily. This compelled the larger industries to go west of the Missouri River for a large part of their supplies for some little time as there was no Illinois movement of consequence and values did not seem to draw it. Farmers were busy threshing and the remnant of the old corn crop in Illinois moved very slowly.

This situation has changed somewhat and we are now getting just fair arrivals, hardly enough for the local industries. It does not look as if the stocks in the hands of industries were anything over light and they are thereby using the offerings from day to day at prices that are well in line with any western primary market. We are not very far away from the movement of new corn. It will probably begin in about a month. Just how long

the old crop is going to last no one can say. We believe that old corn should be moved quickly to market and gotten out of the way before the new moves in any quantity and we imagine that the Peoria market will be equal to any of the competing markets.

Oats have been moving slowly with very light arrivals—hardly more than enough to supply our local demand and not very many that can go to store. If this situation keeps up it looks as if the value of cash oats would very soon be nearer to May than they now are. The total oats crop was a good one and they will move sometime but as farmers were mostly out of both corn and oats for feeding purposes the new crop of oats went into the feed troughs very liberally. These conditions will all make a difference in the outcome and we shall not be surprised to see generally higher prices for oats a little later.

There is nothing doing in wheat in this market. Barley has been wanted by maltsters but they want nothing but No. 2 and good No. 3 and in most cases desire that it comes from Illinois points. Such barley would sell well here on about the same relative basis as values in other western markets. The low grade, poor types, are not wanted at all.—*P. B. & C. C. Miles, Peoria, Ill., market letter of September 10.*

### CHANGES IN MEMBERSHIP

*Chicago.*—The memberships of the following on the Board of Trade have been transferred; Estate of John N. Weinand, Estate of James A. Rankin, John A. Eckert, Louis C. Seaverns, George E. Cranmer. New members are: Robert H. Gardner, Gabe A. Wallens, Andrew S. Messick, Harris Hyman, Jr., and Charles Boettcher. Anderson & Plotnicky was recently organized at Pontiac, Ill., and John E. Anderson is member on the Board. Reported by Secretary Fred H. Clutton.

*Duluth.*—D. L. Williams was granted a membership on the Board of Trade and J. W. Jackson and C. L. Spaulding have withdrawn their memberships in the same organization. Reported by Secretary Charles C. MacDonald.

*Minneapolis.*—A membership in the Chamber of Commerce has been bought by John Melady of the Melady Grain Company, Inc., of New York.

*New York.*—Memberships in the Produce Exchange have been granted Louis Worth of L. Worth & Co., Inc.; J. W. E. Martin, Aspegren & Co.; Lester Lane Smith; James L. Hudson, of the Canadian Co-operative Wheat Producers, Ltd.; Henry C. Zwing of J. P. Grant; and Ludwig E. Goetz.

### TERMINAL NOTES

Offices of Joseph Quintal, Ltd., are in the Board of Trade Building, Montreal, Que.

Walter M. Lambert is now a partner in the export and commission firm of Muir & Co., of New York.

All of the new offices in the Chamber of Commerce Building, Minneapolis, Minn., are now occupied.

An assignment for the benefit of its creditors has been made by the Mikkelson Grain Company of Seattle, Wash.

The Midland Grain Company of Minneapolis, Minn., has been liquidated and the firm has retired from business.

W. A. Kearns is now in the Portland, Ore., office for H. W. Collins. He was formerly in charge of the Seattle office of the firm.

W. A. Dorgan is now at Indianapolis, Ind., where he has opened a grain office. He was formerly with Paul Kuhn at Terre Haute, Ind.

William Page has been appointed manager of the clearing house in connection with the new grain futures markets at Vancouver, B. C.

R. R. McRoberts is no longer associated with L. W. Leisner & Co., Inc., grain commission merchants on the New York Produce Exchange.

The R. J. Thresher Grain Company of Kansas City and the Vanderslice-Lynds Company of Kansas City, Mo., have merged. R. J. Thresher will be as-

sociated with the Vanderslice-Lynds Company in an executive capacity. He will be actively engaged in the cash grain sales department.

A branch office has been opened at Spencer, Iowa, for the LaBudde Feed & Grain Company of Milwaukee. E. G. Gessen is in charge.

J. Page Conley, who was registered on the Chicago Board of Trade for the account of Conley & Son, is now registered for his own account.

A branch office has been opened in Louisville, Ky., by W. L. Lyons & Co., brokers and large handlers of grain, securities, etc. at Louisville.

Curry S. Hopper is now with the Kansas City office of Lamson Bros. & Co. He was formerly with Goffe & Carkener, Inc. He will succeed C. F. McCord.

Robert F. Straub is now connected with the Bunge North American Grain Corporation, New York, N. Y. He is also affiliated with Montgomery Straub & Co.

A branch office has been opened at Kenosha, Wis., by E. Lowitz & Co. of Chicago, a brokerage firm. The company will deal in stocks, bonds, grain and other commodities.

A branch office has been opened in the Rice Building, Ames, Iowa, by the W. M. Bell Company of Milwaukee, Wis. Fred Maywald of Sac City is in charge of the office.

Jesse Lankford is now connected with the Haury Grain Company of Hutchinson, Kan. He was formerly manager of the Hutchinson office of the Standard Grain Company.

New quarters are soon to be occupied by the Louisville (Ky.) Board of Trade. It will be in building erected by the Louisville National Bank & Trust Company in Louisville.

L. H. Connell is succeeded as assistant manager of the Rocky Mountain Grain Company of Denver, Colo., by J. A. Jackson, who was formerly chief clerk of the Rocky Mountain company.

Eric Plant is now associated with his uncle, H. Tooley, in the H. Tooley Grain Company, Ltd., of Winnipeg, Man. Mr. Plant was formerly in the grain business at Liverpool, England.

Robert J. Levy is now registered on the Chicago Board of Trade for Samuel Newburger & Co., New York City. He was formerly registered for Silvan Newburger & Co., of New Orleans, La.

The offices of the Board of Trade Clearing Corporation have been moved from the Board of Trade Building, Chicago, to the Room 105, Traders Building, 309 South La Salle St., Chicago, Ill.

The Spokane, Wash., office of the Brown-Jeklin Company is under the management of Charles Johnson. Mr. Johnson recently severed his connection as manager of the mill at Davenport, Wash.

Louis T. Phelps is now associated with the Johnson-Olson Grain Company, grain and feed dealers of Minneapolis, Minn. He was formerly manager of E. L. Phelps & Co., whose mill was recently sold.

The capital stock of the Ladish-Stoppenbach Company, elevator and malt house operators of Milwaukee, Wis., has been increased to \$500,000. Herman W. Ladish is president and general manager.

The Kansas City Equity Exchange has been formed at Kansas City, with offices at 1039 Board of Trade Building. It will have 50 farmers elevators in Colorado, Nebraska, Kansas, Oklahoma and Texas.

Walter R. Vye is now to live in California. He has for 15 years been identified with the grain trade at Minneapolis and at a farewell dinner given him by grain men there he was presented with a wrist watch.

The Vancouver Grain Exchange Clearing Association, Ltd., Vancouver, B. C., recently elected a Board of Directors comprised of: W. L. Craig, J. Kennedy, D. R. McLean, A. W. Whitmore, E. A. Woodward, R. McKee, and R. C. Milroy. The association started actual operations early in September. Ray E. Lee was appointed manager by the Board. He was Calgary manager of the Vancouver



Terminal Elevator Company. Mr. Lee was formerly chairman of the Merchants Exchange, Grain Division, and later Vancouver manager for the Vancouver Terminal Elevator.

Charles W. Lonsdale, president of the Simonds-Shields-Lonsdale Grain Company of Kansas City, Mo., is again chairman of the Foreign Commerce Committee of the United States Chamber of Commerce for another year.

The old company of Alfred Brandeis & Son at Louisville, Ky., is to be dissolved. Mr. Brandeis died last month and the family decided to dispose of the business. The firm is one of the oldest grain companies in Louisville.

The Hutchinson, Kan., office of Goffe & Carkener Grain Company is to be under the management of George Bidwell. He succeeds Curry Hopper, who is now associated with the Lamson Bros. Grain Company of Kansas City, Mo.

Members of the Portland Merchants Exchange are much interested in the possibilities of establishing an options market there. A special committee has been appointed by the Grain Committee to look into the matter and report on its findings.

An interest in the S. E. Mikkelsen Grain Company, Inc., Portland, Ore., has been bought by William Wright, for seven years in charge of the Portland office of Henry Collins, grain dealer, Pendleton, Ore. W. A. Kearns has been transferred from the Collins office at Seattle to this city.

A reduction has been made by the Missouri Grain Inspection and Weighing Department in weighing fees to 50 cents for each carlot, effective September 1. Heretofore the charge was 75 cents. The change also applies on the weights at private warehouses, except where the department has contracts for service.

John H. Fisher, commander of the Board of Trade Post of the American Legion, has been informed of his election as Illinois delegate to the national convention of the Legion to be held in San Antonio, Texas, next month. The action was taken at the state convention in Waukegan which has just come to a close.

The Nye-Schneider-Fowler Company of Omaha, Neb., has been dissolved by a vote of the stockholders. The business of the firm has been handled for the past few years by the Nye-Jenks Grain Company of Omaha. A board to have charge of the liquidation was appointed, consisting of E. W. Taylor, Harry Byrne, L. J. Thorn, Frank Hammond, Rex Henry and William Fried, Fremont.

Members of the St. Louis Merchants Exchange recently defeated the proposal to amend the rules of the Merchants Exchange to the effect that all grain bought or sold in the St. Louis market must be under St. Louis official weights. This the members say would have precluded the sale of grain on destination weights, and the proposition was opposed by millers who buy wheat in St. Louis.

New and larger offices have been opened in the Board of Trade Building, Kansas City, Mo., by the Lamson Bros. & Co., grain and stock brokers. The stock and grain quotation board is 54 feet long, allowing quotations from most of the principal markets. It will keep in touch with the trading floor by means of 14 telephones and eight pneumatic tubes. B. L. Hargis is in charge.

The Hood Bros. recently entered the stock and bond business in Portland, Ore. Continuous quotation service on New York and San Francisco stocks will be maintained and direct private wires to these cities have been installed and boats set up. A grain board has been installed and wire service put in. The company will act as correspondent for a prominent Chicago grain firm, the name of which has not as yet been announced.

On August 29 an auction was held on the Chicago Board of Trade for locations for telephones on the trading floor of the temporary Board of Trade Building. This was done in order that each user could have an opportunity to secure good locations. The bids were for selection of location only and were entirely apart from the regular

charge for telephone service. Members were billed for the amount of their bids, and such bids are due and payable October 1, 1928.

## THE GRAIN MARKET SITUATION

BY G. A. COLLIER  
Grain, Hay and Feed Market News Service  
Bureau of Agricultural Economics

The wheat market continued unsettled during the latter part of August and the first half of September, reflecting the uncertainty still existing relative to the outcome of this season's harvest, particularly in Canada and important European markets. Prices have fluctuated from day to day but at this writing, September 11, September future prices at Chicago are not materially changed from a month ago. The corn market held generally steady with receipts of old crop grain generally below market requirements. The crop made generally favorable progress during August, but dry weather in Nebraska and South Dakota and storm damage in the Middle Atlantic States reduced prospects nearly 100,000,000 bushels during the month. Oats and barley were also steady with market receipts only moderate and readily taken at firm prices. Rye fluctuated with wheat in the future markets but cash grain was firm as a result of the limited supply.

With the heavy seasonal movement of Winter wheat apparently over more attention is being centered on Spring wheat. At the first of September the Spring wheat crop was officially estimated at 322,473,000 bushels. This is an increase of nearly 10,000,000 bushels over the August 1 estimate and indicates a better outcome in North Dakota, Wisconsin and Idaho than was expected a month ago. Of the Spring wheat crop about 84,866,000 bushels will be Durum in the four principal producing states. This is an increase of about 8,000,000 bushels over last season's crop and is the largest Durum harvest since 1922.

The Canadian Spring wheat crop in the three prairie provinces was officially estimated September 1, 1928, at 529,138,000 bushels, this with winter crop of 21,344,000 bushels forecasts a total production of 550,482,000 bushels, which is about 85,000,000 bushels above last season's harvest as now accounted for, and if realized, will be materially larger than any other crop produced in that country. Frosts did some damage to the crop, but it is generally believed that the loss will be in quality rather than in outcome. Harvesting is practically completed and arrivals of new crop grain are increasing in the markets.

Harvesting of wheat is now also practically completed in the principal European countries. Some wheat has already been exported from Yugoslavia and Hungary, according to trade reports. Yields in the Balkan States are reported satisfactory, but the outcome in southern France and in some sections of Italy have been disappointing. Reports to date from European countries, which last year produced about 85 per cent of the European crop outside of Russia, show an increase of around 70,000,000 bushels over the harvests in these countries last season. The Russian crop has been estimated at 749,564,000 bushels or practically the same as last year's harvest. The generally favorable prospects in Europe have restricted the export demand for United States wheat and exports since the first of July have totaled only a little over 15,000,000 bushels, compared with 34,000,000 bushels for the same period last season.

## DOMESTIC WHEAT MOVEMENT AND STOCKS HEAVY

The unusually heavy movement of Hard Red Winter wheat this season has been reflected in larger receipts in the central western markets. Arrivals at the principal markets from the first of July to the first of September totaled about 16,000,000 bushels more than for the same period last season. This, together with a decrease of about 11,000,000 bushels in exports for this period, is accounted for in an increase in the stocks in store which at the first of September totaled 96,440,000 bushels in the markets reporting to the United

States Department of Agriculture. This compares with 65,640,000 bushels in store in these markets a year ago. Canadian market stocks at the first of September were about 30,887,000 bushels or about 5,700,000 bushels more than a year ago. The larger stocks in North America, however, were nearly offset by smaller supplies in the southern hemisphere. About 20,000,000 bushels less wheat was available in Argentina at the first of September than a year ago and about 9,000,000 bushels less wheat remained for export in Australia.

The domestic cash market situation has not changed materially during the past month. Protein premiums on Hard Winter wheat have held generally steady. On September 7, 12 per cent protein, No. 2 Hard Winter was quoted at Kansas City at 2-5 cents over the September price of \$1.04 and 13 per cent, at 9-13 cents over the September. Port bids were around \$1.18½ for No. 1 Hard Winter wheat delivered Texas Gulf ports and No. 2 Hard Winter for September shipment was quoted in Liverpool at \$1.30½, compared with \$1.36½ for No. 1 Canadian Manitoba, October-November shipment and \$1.29¼ for Argentine Rosa Fe wheat.

Soft Winter wheat has continued relatively firmer than other classes and at the first of September sales of No. 2 Red Winter at St. Louis were averaging higher than a year ago, while quotations on Hard Winter wheat were from 25-35 cents lower than at a corresponding time last season at the principal central western markets. The limited supply, together with the active demand from southern Winter wheat mills, is principally responsible for the firm situation for this class of wheat. No. 2 Soft Red Winter was quoted September 7 at Kansas City at \$1.39-\$1.40, at St. Louis at \$1.46-\$1.48, at Cincinnati at \$1.52-\$1.53, and at Toledo at \$1.50-\$1.51.

The movement of Spring wheat has been somewhat smaller than expected by the trade as farmers have not been selling freely at current prices. Daily arrivals at Minneapolis have been only about sufficient for current requirements and during the first week in September premiums for cash grain were advanced 3-4 cents per bushel. No. 1 Dark Northern Spring, 12 per cent protein, was quoted in that market September 7 at 8-13 cents over the September price of \$1.08½, 13 per cent protein bringing 18-25 cents over and 14 per cent protein, 28-34 cents over the September. The Durum wheat market has held generally steady in spite of the unusually large crop. Very little good milling quality Durum has been received to date at either Minneapolis or Duluth and premiums for high protein good milling quality Durum have held steady. On September 7, 12 per cent protein No. 1 Amber and No. 1 mixed Durum was quoted at Minneapolis at \$1.05-\$1.08 and 13 per cent protein at \$1.13-\$1.15, 13 per cent protein No. 1 Amber was quoted at Duluth at \$1.10-\$1.16.

Pacific Coast markets have become firmer with demand more active. Inquiries for western wheat were being received at the first of September at Portland from widely scattered points. Some White wheat was shipped to Minneapolis by rail and some was being sold to Atlantic ports to supplement the short supply of Soft Winter wheat in the central west this season. Country buyers were reported to be paying from \$1.10-\$1.20½ per bushel at interior points for White wheat to move eastward by rail at the close of the first week in September. This was 5-6 cents over export prices at Portland and was limiting the export trade at that market.

While the 1928 corn crop continued to make generally favorable progress, the official estimate at the first of September was nearly 100,000,000 bushels smaller than the August 1 estimate and placed the crop at 2,930,586,000 bushels. The reduction was caused principally by dry weather in Nebraska and South Dakota and storm damage in the Middle Atlantic States from New Jersey to Virginia. In Ohio and Indiana indicated yields were also slightly less than a month ago, but in other important producing states prospects were improved or were about the same as at the first of August.

If present prospects are realized, the 1928 corn crop will be about 6 per cent above the 1927 harvest.



September 15, 1928

The distribution of the crop is materially different from last season, however, as there is an indicated increase of about 35 per cent in the eastern corn belt states, where the crop was short last season. In the western corn belt, where a good crop was raised last year, an increase of only 3 per cent is indicated. Present prospects in the north Atlantic States are for a crop of about 5 per cent larger than last year, but in the South Atlantic and South Central States the crop will be about 14 per cent smaller than last season. A harvest about 5 per cent below that in 1927 is in prospect in the far western states. The condition of the crop at the first of September was above the 10-year average in Indiana, Illinois, Wisconsin, Minnesota, Iowa, Missouri, North Dakota, Kansas, Oklahoma and Texas.

In spite of the generally favorable prospects for this season's crop, the corn market has continued firm as a result of the limited offerings and the rapidly diminishing supply of old crop grain. Stocks of corn in the principal markets September 8 totaled only 8,434,000 bushels compared with 23,887,000 bushels in store in these markets a year ago. This is the smallest amount in store since the latter part of 1925. The farm stocks are also small but these are now being supplemented by new crop oats and barley in some sections and by new corn in some of the southwestern states. The new crop is probably safe from frost damage rather generally in Illinois, southern Missouri, Kansas and in the southwestern states.

Feeders and industries continue to be the principal buyers both in the markets and at interior points. In some points in Kansas and Nebraska local supplies are practically exhausted and old corn was selling September 7 at from 85-95 cents per bushel at shipping points. No. 3 Yellow corn was quoted on that date at Chicago at \$1.02½-\$1.03, at Kansas City at 95½-97½ cents and at Minneapolis at 98½-99½ cents. The average price of all classes and grades of corn at the five important markets including Chicago, Kansas City, St. Louis, Minneapolis and Omaha, at the first of September was only 2 cents per bushel lower than a year ago when crop prospects were much less favorable.

The rye market has been unsettled with wheat, but cash prices have held generally steady with mills active buyers, particularly for the Rosen variety which at the first of September was bringing 5-6 cents over the ordinary No. 2 rye at Minneapolis. Receipts of rye at the principal markets have scarcely equaled current market requirements and stocks have shown practically no increase since the movement of the new crop began. Only about 1,312,000 bushels of rye were reported in store in the principal markets September 8. This compares with about 2,643,000 bushels a year ago and reflects the small crop which was estimated September 1 at 43,300,000 bushels. No. 2 rye was quoted September 7 at Minneapolis at 91-93 cents and at Chicago at 98½ cents per bushel. No. 2 western rye for export was quoted f. o. b. New York at \$1.09 per bushel.

## OATS MARKET HAS DEVELOPED FIRMER TONE

The oats market developed a somewhat firmer tone during the latter part of August with offerings of only moderate volume and demand fairly active. The official estimate at the first of September placed this season's oat crop at 1,453,829,000 bushels. This is an increase of about 12,000,000 bushels over the August 1 estimate. If the September estimate is realized, the crop will be about 270,000,000 greater than last year. The principal increase has been in Ohio, Indiana, Illinois and Missouri where the crop was about double that of last season as result of seeding to oats to the abandoned Winter wheat acreage.

A large percentage of this season's crop is apparently being required to replenish exhausted farm stocks, since receipts at the markets have been but little larger than last season. Since the first of August, however, market stocks have been accumulating and on September 8 17,345,000 bushels were reported in store at the principal markets compared with 25,402,000 bushels a year ago. There

were nearly as many oats in store, however, at the beginning of August last season as at the first of September this year since market stocks this season were reduced to less than 2,000,000 bushels at the first of August.

Shippers and elevator interests have been active buyers recently and prices have advanced from the low point reached about the middle of August. No. 3 White oats were quoted September 7 at Chicago at 39-41 cents, at Minneapolis at 36¾-37¾ cents and at Kansas City at 40-41½ cents per bushel. At the first of September the average price of oats at the principal markets was about 7 cents lower than a year ago.

The barley market has also held fairly steady notwithstanding the liberal offerings and the prospective large supply. The September 1 estimate placed the barley crop at 346,027,000 bushels, an increase of about 2,000,000 bushels over the August 1 estimate. Unusually good yields from a record acreage is responsible for this season's record crop which from present prospects will be about 82,000,000 bushels larger than last years unusually large harvest.

Large sales made early in the season, according to trade reports, have been principally responsible for the active inquiry for the current offerings. The shortage and high prices of corn have also contributed to the strength in the barley market. Stocks in the markets increased about 6,000,000 bushels during August and on September 8 totaled 9,142,000 bushels compared with 7,142,000 bushels in store a year ago. From the first of July to the first of September exports were more than 50 per cent larger than for the same period last season and totaled a little over 10,000,000 bushels. Export demand continues active but American barley is meeting increased competition in European markets from larger shipments from European surplus producing areas. On September 7, U. S. No. 2 barley was quoted in Liverpool at 84 cents per bushel, with North Africa barley being quoted at the same price, and Danubian barley for September and October shipment at 92 cents per bushel. No. 3 Canadian barley was being offered at 87½ cents per bushel.

The supply of good malting barley in the domestic markets has been scarcely equal to the demand and best grades have been readily taken at firm prices. On September 7 best malting grades were quoted at Minneapolis at 63-64½ cents and at Chicago at 66-70 cents per bushel. Special No. 2 barley was quoted at Milwaukee at 69-72 cents and at Omaha at 60 cents per bushel. Exporters were bidding 72 cents per bushel for barley delivered Gulf ports and 79 cents per bushel f. o. b. New York.

## THE OUTLOOK FOR WINTER WHEAT IN 1929

With average abandonment and average yields, the 46,523,000 acres of Winter wheat which farmers report intentions to sow this fall would produce a crop of about 610,000,000 bushels and provides an exportable surplus of all classes of Winter wheat. The production of Soft Red Winter wheat, however, would be so little above domestic requirements that a small reduction below intentions would continue this class upon a domestic market basis. Whenever the production of any one class of wheat has fallen below domestic requirements, that class of wheat has in recent years sold at a premium above other classes and above the world market basis for a part of the year at least.

Domestic requirements for flour, seed, and feed appear to be from 180 to 190,000,000 bushels of Soft Red Winter wheat, the principal class grown east of the Mississippi River. With average abandonment and average yields, the intended acreage would produce about 205,000,000 bushels. For Hard Red Winter wheat, the principal export class, grown principally in the Great Plain area, domestic requirements appear to be from 200 to 220,000,000 bushels and the intended acreage would produce with average conditions about 340,000,000 bushels. For White wheat, grown principally in the Pacific

Coast states, domestic requirements appear to be from 30 to 40,000,000 bushels, as compared with production of White Winter wheat on the intended acreage of about 60,000,000 bushels. Domestic requirements for all classes of Winter wheat combined, assuming average supplies of Spring wheat, appear to range from 420 to 440,000,000 bushels, as compared with 610,000,000 bushels which would be produced on the intended acreage.

While expressed intentions to sow Winter wheat show a reduction from last year's actual sowings, there is still apparent a general tendency to maintain a large acreage of wheat in the Great Plain states, where wheat for a number of years has made a relatively higher net return than competing crops. In these states present intentions are 3,800,000 acres above intentions in 1924. West of the Great Plains and also in the northeastern and south Atlantic states the intended acreage is approximately equal to intentions of the past four years. It is only in the Soft Red Wheat area between the Appalachian Mountains and the Great Plain area that this year's intentions point to a readjustment below past intentions. For this area there appears some probability of remaining on a domestic market basis. For other sections, the outlook for the 1929 crop remains distinctly on a world market basis.

The world market for wheat of the 1929 crop will probably be only slightly, if any, better than for the present season. The market should, however, be better than that which has prevailed during the past month since, as indicated in recent wheat situation reports issued by the Department, a number of depressing factors have operated to bring about unusually low price levels during the opening months of the current season. The world's carryover of wheat at the end of the present season will probably be somewhat larger than at the end of any recent season. Estimates and condition reports to date indicate that the world's supply of wheat for the 1928-29 season will probably be about 4 per cent larger than the supply available for the present 1927-28 season which resulted in some increase in carryover.

The chances are, however, somewhat against the world's wheat crop next year being as large as in the present season. The low prices now prevailing will probably check the expansion of acreages in some countries, not only of this fall's seedings but of 1929 Spring wheat. Furthermore, the better-than-average yields secured or in prospect this season in the large surplus-producing countries can hardly be expected to be repeated next season in all these countries. High yields are reported this season in Italy, Canada, and the United States, and present prospects are for good yields in Argentina and Australia. Some European countries report only average yields, and only India has reported a short crop. It seems probable that decreased production in the season beginning July 1, 1929, and extending into the calendar year 1930 may offset or more than offset the probable increased carryover on July 1, 1929.

Looking further ahead United States farmers must face the prospect of continued keen competition from Canada, Australia, and Argentina, where expansion in acreage seems likely to continue for some time.

## OLD OHIO GRAIN MAN DIES

On September 9, Emery W. Thierwechter died at his home in Oak Harbor, Ohio, after a long illness. It started with a nervous breakdown three years ago and since then Mr. Thierwechter has never regained his strength.

Mr. Thierwechter was one of the leading grain men of Ohio and for a long time had been prominent in grain activities. He was also interested in several other businesses and was a director of the Ohio Savings Bank & Trust Company of Toledo, Ohio. The grain business which he had conducted under his own name at Oak Harbor is under the management of his son, Edgar Thierwechter, president of the Ohio Grain Dealers Association.

Surviving him are his widow, and two sons.



## NEWS LETTERS

## LOUISVILLE

A. W. WILLIAMS - CORRESPONDENT

CONSIDERABLE business has been handled by the Louisville grain houses and elevator organizations over the month, and things look much better than they did 30 to 60 days ago. With the markets firm and indications pointing to higher levels there is greater interest being shown in grain by buyers. Public elevators are fairly well filled up and private elevators are carrying more grain than for a long time past.

Some of the grain handling offices report that they have had so much grain coming in over the past month that organizations have been busy until six and seven o'clock nearly every evening in handling the detail work. Most of the movement is in wheat and oats, with a fair movement in corn and a small movement in rye, principally for seeding purposes.

There has been a better movement of wheat through grain houses for country millers this year than for several past years. As a result of the almost complete failure of the Kentucky and southern Indiana wheat crop, which didn't yield enough for seeding purposes, millers have had to buy grain elsewhere instead of using local grain as they generally do, while there are some rural millers who are not running, and who are having their flour put up for them by larger mills, which in any event means more wheat coming from outside sources and more brokerage for the grain house.

At the Kentucky Public Elevator Company, it was reported that the plant was rapidly filling up, having on hand about 300,000 bushels of oats, 100,000 of wheat, 7,000 of rye, and about 20,000 of corn. The rye is seed stock, which is being sacked up and shipped out to various dealers over the state.

Demand for seed wheat has been better this fall than for years past, as the farmers lost their seed last winter, when wheat was frozen out. Seed jobbers who haven't handled wheat in years are listing, or carding it this season, and at prices from \$2.25 to \$2.50 a bushel for the better grades. Good seed wheat has been just a trifle hard to locate it is said. There has also been fair movement in rye, barley and winter turf oats. Buckwheat movement was reported better than usual in July and August.

S. Zorn & Co., the Bingham Hewett Grain Company, and Callahan & Sons, have all been quite busy in handling inbound shipments of grain over the past couple of weeks, and outbound movement is improving.

The Ballard & Ballard Company this year has needed no outside storage for wheat. Last year its new 1,000,000-bushel wheat elevator was not completed in time for handling early arrivals, with the result that it was never filled up. Today the company has storage facilities for about 2,000,000 bushels of wheat.

Henry Fruechtenicht was reported over in St. Louis for a day or two. The house is re-opening its warehouse on the Kentucky State Fair grounds for supplying feed to livestock exhibited during the week of September 10. Mr. Fruechtenicht will also exhibit draft horses this year in the prize ring, having purchased some young stock, after having been out of the show last year on account of his stock having grown old in service.

The old grain house of Alfred Brandeis & Son is winding up its affairs as rapidly as possible, and will quit business, following the death a few weeks ago of Alfred Brandeis, its head for many years. Mr. Brandeis had a number of daughters, but no sons, and the family didn't care to worry with continuing the business.

The Louisville Hay, Grain & Coal Company, which had about \$15,000 fire damage in a recent blaze, reported that the insurance companies had adjusted the loss, and rebuilt the warehouse. The company

has recently completed and started operation of a big silo tank type of coal handling plant, which has capacity of about 40 cars of coal.

W. L. Lyons & Co., Louisville brokers, large handlers of grain, securities, etc., after many years on Main Street, have arranged to open a branch office at Third and Walnut Street, Louisville, less than a half block from the new Pendennis Club Building, which is the loafing place of many of Louisville's larger traders.

The Callahan brothers, of Callahan & Sons, Louisville grain dealers, on September 5, suffered the loss of their sister, Miss Miriam J. Callahan, 74 years of age, talented musician, who suffered a fractured leg some months ago, and who suffered a break of the other leg while being lifted to her bed a month ago. Miss Callahan was survived by four brothers, Lee, Warren, Charles and Earle Callahan, and also by three sisters.

The Louisville Board of Trade after years in an old building at Third and Main Street, owned by the board, will soon move to new and unused quarters in a new building that is being erected by the Louisville National Bank & Trust Company, at Fifth and Market Street, Louisville.

Kirby Chambers, head of the Chambers Seed Company, Louisville, is back at his office after about three weeks in a hospital and a week at home, following a so called minor operation, which proved decidedly painful and much more protracted than had been anticipated.

George E. Hays, president of the Louisville Seed Company, is back after a month spent in the Carolinas with his family. H. H. Lewis, president of the Lewis Implement & Seed Company, is back after a vacation in Wisconsin.

## DULUTH

S. J. SCHULTE - CORRESPONDENT

WET WEATHER and delayed threshing was responsible for a heavy falling in the early movement of new grain to the terminals here. Receipts on the Tuesday after Labor Day were only 882 cars, as compared with 1,532 cars a year ago. The market, however, reported a movement of 3,094 cars for the two days on September 10 and the spirits of operators were aroused. A large proportion of Durum wheat threshed during the wet period has been heavily penalized for dampness during the last 10 days and much of it has been showing smut infection.

Specialists in the Durum market are credited with having put through a substantial export trade during the last month. Moderate lots have been worked from day to day the bulk of them going to the seaboard via Montreal. The sharp breaks in quotations of Durum and Spring wheats that have come about on the markets during the last month are conceded to have been body blows to the trade through cutting down the incomes of farmers and bringing somewhat akin to demoralization all around. The September Durum wheat future here, as on September 8, stood at a new low on the crop at 98 cents a bushel as against \$1.04 on August 9, and the September Spring wheat future was \$1.07 1/4 as against \$1.10 1/4. As a rule, market experts here are sanguine that the bearish factors have been discounted and that improvement in the marketing situation may be looked for later. According to advices received here, growers over the Northwest are thought certain to take out a larger proportion of storage tickets once their urgent requirements for funds have been met, and it is known that farmers in some districts have been erecting storages with a view to holding their grains for better prices.

Houses on the board here have filled up gaps in their employees' list and are now equipped to take care of a heavy run of business up to the close of navigation. The state inspection department is

up to full strength and hopes are entertained that prompter service than ever will be given in according grades to cars appearing on the sampling tracks each day in order that they may be handled promptly and demurrage charges reduced to a minimum.

Changes on the Duluth Board of Trade during the last month included the transfer of the membership of J. W. Jackson to D. L. Williams, the membership of S. A. Sorenson to T. S. McInnis of the Occident Terminal Company and of the membership of E. W. Lenhart to W. E. Fremont of the Getchel-Tanton Company.

Protein inspection has become a more important department on this market in view of the greater efforts being made by growers to obtain all the credits possible for grain being forwarded to the terminals. Receivers on their part are showing every disposition to fight for all advantages due their client's grain in the way of protein content in Spring wheat, and weight and color in Durum wheat. According to the daily postings by the Board's price committee heavy protein premiums are being offered for Spring wheat on this market. For Spring wheat carrying 14 per cent protein the basis as on September 10 stood at 25 to 34 cents over the September future; for 13 per cent 17 to 25 per cent over September and for 12 per cent from 5 to 12 cents over September. It is noted that Montana Winter wheat of the new crop has been running high in protein and many North Dakota districts are also making good showings in it.

Representatives of Buffalo flour mills here have been active buyers of Spring wheat during the last 10 days, and their buying is expected to continue on a sufficient scale to absorb the slack in the market for some time yet. Operators of elevators at the Head of the Lakes have been pointing with a degree of enthusiasm that that development has been responsible for breaking the strangle hold Minneapolis operators had been retaining in milling wheat for years, especially in seasons when yields have been below the average.

Dealers and elevator interests on this market enjoyed a good trade in barley during the last month. The Cargill and Itasca elevator companies have been retaining their positions as leaders in that trade, having put through liberal volumes of trade in that grain from week to week. Larger production of barley over this district is being reflected in materially lower prices, the spot range standing at from 56 to 63 cents a bushel or eight cents off from a month ago. Foreign maltsters are credited with having been persistently in this market for supplies for malting and also for feeding purposes.

In spite of every effort made to reduce holdings in preparation for handling the new season's crops, stocks of all grains in Duluth and Superior elevators, as on September 1, stood at over 1,347,000 bushels and it is assumed that the houses' new rated storage capacity of 41,000,000 bushels will be brought into requisition to take care of the movement from the country up to the opening of navigation next spring. Of the quantities in store at the beginning of this month, the Consolidated elevators held 561,906 bushels; the Peavey, 2,385,978 bushels; the Globe, 4,055,876 bushels; Occident, 318,504 bushels; Capitol, 440,300 bushels; Great Northern, 1,140,318 bushels; Cargill, 172,609 bushels and the Itasca, 840,383 bushels. The Globe was the heaviest wheat holder at 4,042,621 bushels, and the Peavey and Itasca the heaviest holders of barley at 841,781 bushels and 430,000 bushels respectively.

Operators on this market are looking forward to a good turnover of rye this fall in view of the fact that eastern and export inquiry for it has been on a liberal scale all along. Specialists estimate that holdings of old rye over the country were practically all cleaned up by midsummer, leaving the field clear for the new grain as soon as it should be ready to move. Some rye has been sold to move out from here during the last half of September and the first half of October, but of late growers have been holding off in selling on account of dissatisfaction over the going prices. It is to be noted



that the market in rye receded around three cents during the last month but experts figure that its lows have been about struck in view of the character of the outside inquiry coming in for that grain. F. A. Lindahl, manager of the Consolidated Elevator Company, has won recognition as a consistent rye booster, and authorities credit him with making some tidy cleanups in that grain during the latter part of the last old crop year.

The 3,000,000 bushels additional storage bins of the Great Northern elevator system, operated by A. D. Thomson & Co., are being pushed to completion and it is claimed that the full storage of those houses of around 10,000,000 bushels will be required this fall, as officials of the Great Northern Railroad claim that crops of Spring wheat, Durum wheat and other grains along their system will be found the heaviest since the record 1915 year.

Vessel interests on this market have been busy chartering boat space for the fall run of grain to the East lately after a quiet period during the summer. A rate of two cents a bushel is now being made to Buffalo and eight cents to Montreal. There has been no inquiry for space for Georgian Bay ports recently. It is interesting to observe that the boat rate to Buffalo for late November six years ago stood at 6 to 6½ cents and 7¼ cents, to include winter storage down there. The present rate of 8 cents to Montreal compares with a peak of 22½ cents made in the 1922 season.

R. M. White, of the White Grain Company, has become a bull as regards a prospective record demand turning up on this market for feeds and coarse grains during the winter months. He has returned from an extended auto trip from here through northern Michigan, southern Minnesota, Illinois, and Indiana and Iowa down to Louisville, Ky. He attended the annual convention of National Hay Dealers Association at Fort Wayne, Ind., for the twenty-second time. As he saw it, southern Indiana, Iowa and parts of Illinois will handle record corn crops and from a supplies point of view. He avowed himself a bear on the crop market, believing that selling pressure is likely to be severe after the September future is out of the way. He assumes though that growers will reserve a larger proportion of their corn holdings for feeding and that they will increase their holdings of hogs and other livestock correspondingly unless prices for grain improve. He was informed that the present high hogs and cattle market is attracting the interest of farmers. Mr. White was impressed by the evidence of serious damage to the Winter wheat crop through northern Illinois and parts of Iowa through protracted rains after the grain had been cut. In some sections he found that the stalks had begun to sprout in the fields while awaiting threshing. In one place he detected a musty odor from wheat in a field where a threshing outfit was at work.

The leading grain houses at Duluth have increased their forces of traveling representatives covering the territory in view of the outlook for a heavier crop movement this fall. At the outset the greatest caution is being taken in making advances to interior elevators owing to the uncertainty of the market this fall, and in remembrance that some interests here had their fingers severely burned a few years ago in backing up country dealers who later found themselves in deep water.

**OMAHA**  
B. O. HOLMQUIST CORRESPONDENT

DU E to the hot, dry weather during August, it is estimated that Nebraska's growing corn crop has shrunk over 50,000,000 bushels. August 1 estimates were for a crop of over 300,000,000 bushels for this state alone, but it is now felt in the grain trade that Nebraska will do well to raise 250,000,000. Some sections of the state are now shipping in oats for feed and will have to ship in corn during the winter and spring months.

Wheat receipts in this market have shown a marked decrease since the middle of August. Almost no wheat is moving in the eastern half of the state, and arrivals from the western end are not averaging much more than 100 cars daily at this time. Due to the light movement, premiums have advanced sharply, especially on high protein wheat. Soft type Hard Winters and the Yellow Hard Winters are in very good demand, due to the shortage of Soft Winter wheat in the central states. It is estimated that nearly 50 per cent of Nebraska's wheat crop is still owned by the farmers, due to

present low prices. Generally speaking, the financial condition of the Nebraska farmer is good and it is expected that a large percentage of the wheat will be held until spring, if necessary.

On account of the drouth and low prices, very few oats have been sold by farmers. Not only have no oats come into this market from Nebraska points, but country elevators have not been able to fill even half their storage capacity. Country shippers report that farmers have filled granaries, corn cribs and even garages with oats, rather than sell them at current prices. During the past few years, oats have become more popular as a feed for all kinds of live stock, and the farm disappearance in this territory is growing each year.

At a recent meeting in Fremont, stockholders of the old Nye-Schneider-Fowler Company, voted to dissolve the corporation. This means a net loss to owners of over \$1,000,000. The properties of the company are now being operated by the Nye & Jenks Grain Company, which will continue in business, under its present management.

A large number of representatives attended a meeting in Sidney, Neb., on Sunday, September 2, of the Colorado Grain Dealers Association, which includes in its membership a great many grain shippers in western Nebraska. Among those going from Omaha were John W. Redick of the J. W. Redick Company; W. T. Burns and E. L. Cahill of the Burns Grain Company; J. L. Welsh of the Butler-Welsh Grain Company; C. A. Carey of the Swanick Grain Company; Walter Dawson of the Dawson Grain Company; J. H. Wright, Jr., of the Nebraska-Iowa Grain Company; J. W. Holmquist of the Holmquist Elevator Company; F. B. Swett of the Scoular-Bishop Grain Company. Western representatives of several Omaha companies also attended the meeting, which was purely a social get-together, and according to all reports, business was at no time allowed to interfere with pleasure.

Among recent visitors on the trading floor was Charles B. Neal of Kansas City, formerly a grain broker in this market. Mr. Neal's father, Charles T. Neal, was United States food administrator in Omaha.

**TOLEDO**  
S. M. BENDER CORRESPONDENT

GRAIN dealers in the territory near Circleville, Ohio, held a get-together meeting Thursday evening, August 23 and enjoyed an interesting program that had been prepared. Preceding the meeting a dinner was served.

The Mortimer Elevator, Mortimer, Ohio, is now being run and managed by the McManness Milling & Grain Company, Findlay, Ohio. Frank McManness is managing both plants.

George K. Atyeo, former manager of the Firelands Elevator, Norwalk, Ohio, has organized the Norwalk Grain Company, and will operate the old Jenkins Elevator at that station. He was succeeded by Gertrude Madinn as manager of the Firelands Elevator, a farmers' organization.

The United Mills Corporation, Grafton, Ohio, was recently organized to take over the business and remaining assets of the United Flour Mills with the exception of the Shelby plant. H. E. Irwin, former manager of the old company is president, King E. Fauver, vice-president, F. N. Barton, secretary, and William G. Landman, assistant secretary-treasurer. With the exception of Mr. Fauver they were all formerly connected with the original company.

The regular monthly meeting of the N. W. Ohio Farmers Grain Dealers Association, was held in Jewell, Ohio, Monday evening, September 10, with Andy Hornung, New Bavaria, Ohio, presiding. Among those attending from Toledo were, Bert Boardman and Raymond Wick, Charles Keilholtz and Siva Bender, of Southworth & Co, George Woodman, George Beeley, Bill Cummings and Joe Streicher of J. F. Zahm & Co; Harry DeVore of H. W. DeVore & Co., and Pete Head. A fine program was enjoyed by about 15 managers and several directors and stockholders of the new local elevator.

C. L. Canon, chief of Federal Grain Supervision in Toledo for the past 11 years, has been promoted to the position of chief in the Chicago district with headquarters there. He has become very popular with country elevator managers and local grain

dealers who have always found him fair and unbiased in his judgment with a keen knowledge of grain grading. It is common knowledge that a good man cannot be kept down and this is the case with Cal as he has been familiarly known in this district. Every success is wished for him in his new work and his frequent talks at the grain meetings and ability to answer questions relating to grain will be missed.

John W. Luscombe, of Southworth & Co., with his wife and Jack Jr., recently returned from a boat trip to Buffalo and from there they saw Niagara Falls and returned by train, stopping off in Cleveland to visit with friends.

Fred Jaeger, of J. F. Zahm & Co., with his wife and a brother, of Cleveland, Ohio, left September 1, in their car for a motor trip through Canada stopping at Toronto, Quebec and Montreal. They will return by way of New York City and Atlantic City and expect to be back in Toledo September 19.

Marketing of Soft wheat has been way below that of a year ago or any normal year. Receipts have been better than 50 per cent Hard wheat most of the time. Some of it comes from western markets for local mills and some from this territory where it was raised to offset the loss of the Winter wheat crop. Bids have declined a little from the high point but are still far too high for this time of year. Millers and grain men are bidding independently this year and this has forced premiums to mid-season levels. Unless offerings increase however the present basis is expected to hold steady.

Corn receipts are slightly heavier but local demand has kept pace with them. Local feed mills and distributors have found the old corn situation a very trying one and will be glad when the new crop is ready. Regarding the crop reports some are complaining of the light chaffy appearance of the corn and say that yields may be just as disappointing as they were in oats.

Oats have been bringing excellent prices especially for the heavyweights which are wanted badly on all sides. The ordinary lightweights are plentiful as they are in pugilistic circles. Local demand as well as outside has absorbed offerings without much trouble. Yields have been way below expectations in this territory and this has given rise to the belief that the crop will be shorter than anticipated earlier. There is also a decided holding tendency throughout the country which may cause a spurt in prices at any time.

Barley which in a normal year is just an ordinary crop has been raised extensively this year and a market is being found for it both here and outside. It is an excellent feed grain and much of it will remain on farms for home use. Rye has not done much as yet but light receipts have caused it to rule strong in the cash market.

Several local grain men will attend the thirty-second annual convention of the Grain Dealers National Association which will be held in Boston, September 24-25-26. Several side trips to historic New England points are being arranged and some may join one of the several eastern tours in conjunction with the special train which will depart from Chicago.

Recent visitors on the local exchange floor were Fred Abbott, Farmers Grain Company, Bluffton, Ohio; Fred Hasselkus, Elmore Farmers Grain Company, Elmore, Ohio; Ed Fauble, Swanton Grain & Milling Company, Swanton, Ohio; R. G. Russell, Malinta Farmers Grain Company, Malinta, Ohio; S. Leidle, Maybee, Mich.; E. Thomas and son, millers, Marion, Ind.; Warner Moore Jr., Dunlop Mills, Richmond, Va.; and Fay Sparks, Tiffin Farmers Exchange, Tiffin, Ohio.

Harry De Vore, of H. W. De Vore & Co., spent the Labor Day holidays with his family in their summer cottage on Long Lake, near Alpena, Mich. While fishing was very poor Harry said the good air and excellent scenery made up for the loss of hook and line sport.

Sam Rice, popular grain man, of Metamora, Ohio, and past president of the Ohio Grain Dealers Association, celebrated his fifty-first birthday, September 7, and was the recipient of many congratulations from fellow members of the Toledo Produce Exchange.

Kent Keilholtz, of Southworth & Co., recently entertained a golfing party at his summer home at Clear Lake, near Ray, Ind. The star golfers were Fred Jaeger and Walt Stone.

Clover seed has shown continued strength during the month with active trade in both October and December. There has also been a very good inquiry recently for old imported cash seed with light offerings. There was a small carryover from last



season but it is being closely held by local dealers. The movement of new seed is near at hand and samples to date indicate that the quality will be below normal. Yields so far are a little better than expected but the crop in general will be smaller than last years very small crop. Stocks here are 6,502 bags as compared with 2,632 bags a year ago on September 1.

Fred Wickenhiser, of John Wickenhiser & Co., will reach his thirty-ninth milestone on September 29. He is now active head of the firm bearing his father's name, and has associated with him Charles Patterson and William Myers, who have been with this old established firm for many years.

Hay prices in this market have been firm during the month with light offerings. The country does not appear disposed to sell at these levels and much of this years crop may be used right at home. The shortage in Ohio may be felt later in the season but just now there is no tightness in the local situation.

Lawrence Vocke, of the John H. Vocke & Sons Mill & Elevator Company, Napoleon, Ohio, recently witnessed an interesting illustration of the use of the combine in his territory for the first time. One of his customers was timed by him and just 30 minutes after leaving their mill he was back with 80 bushels of oats which had been cut and threshed by the combine.

Chris Wessendorf, of H. W. De Vore & Co., has been confined to his home for several weeks but is reported to be slowly recovering. Several of the grain men visited him in his home during the past week.

A. A. Cunningham, of the Sneath-Cunningham Company, Tiffin, Ohio, was a visitor on the exchange floor during the month and reports wheat yields very light and corn condition mixed in that section of Ohio.

W. H. Haskell, retired grain man, and now a prominent Toledo banker, celebrated his sixty-fifth birthday on August 24. He was formerly active head of the Haskell Hominy Mills and was known throughout the Middle West as a large user of White corn.

Fred Mayer, president of the Toledo Produce Exchange, this year is serving his third term and was 60 years old on August 17. Mr. Mayer is one man who had plenty of fun during the war, for he bears a striking resemblance to the late President Wilson.

Fire of unknown origin destroyed the Lykens, Crawford County Elevator with a loss estimated at \$25,000 the night of Friday, August 24. About 400 bushels of wheat, 1,000 bushels of oats, and a carload of farm implements were burned.

The Ohio Grain Dealers Association held two group meetings last month, one at Middletown and one at Van Wert, Ohio. Secretary Bill Cummings reports new members, and he is hoping to do a big business in them this year just as he did last. Edgar Thierwechter, of Oak Harbor, Ohio is president.

## BUFFALO

ELMER M. HILL CORRESPONDENT

GRAIN receipts at Buffalo terminal elevators in August totaled 19,272,000 bushels, as compared with 20,099,000 bushels for the corresponding month of last year, a decrease of only 827,000 bushels but receipts for the season up to September 1 show an increase of 7,545,000 bushels. Receipts for the season up to the first of September have totaled 106,879,000 bushels, as compared with 99,334,000 bushels for the corresponding period of last year. Local elevator interests early this month anticipated a very heavy movement of grain down the Great Lakes route from the American and Canadian heads of Lake Superior during the first half of September. It was expected the movement of new barley would be heavy this month although wheat, of course, will lead all other grains from the viewpoint of volume receipts.

There has been very little demand for tonnage for immediate loading in the Great Lakes grain trade from shipping points on Lakes Michigan and Superior and little change in the situation is expected before the middle of the month. Stocks at the Canadian Head of the Lakes are very low, according to reports in Buffalo ex-lake grain circles and they were still further reduced during the opening week of the month when it was reported

only 1,026,452 bushels were received while 3,809,808 bushels were shipped out. On the last day of August, grain elevators at Fort William and Port Arthur had in store a total of 4,755,236 bushels.

The forwarding movement of grain from terminal elevators at Buffalo to the Atlantic Seaboard which has been setting new high records this season, is beginning to feel the reaction from light receipts. The movement of grain via boat through the Welland Canal to Montreal has shown a slight falling off during the past month and there likewise has been a decline in rail shipments and also over the New York State Barge Canal. For the first time this season there is a surplus of canal boats available at Buffalo for cargoes of grain to the Atlantic Seaboard. Most of the company fleets are under contract and will be kept moderately busy but outside carriers are expected to find little business until after the middle of the month when new grain begins to arrive.

A new building at the Canadian plant of the Shredded Wheat Company, in Niagara Falls, Ont., will be opened this month, it was announced by A. J. Proctor, president. This unit will double the capacity of the Dominion branch. The construction was financed out of surplus, as have all five plants of the company with the possible exception of the original factory at Niagara Falls, N. Y. Business this year is reported to be showing a small increase. Another addition to the plant of the Shredded Wheat Company, just outside of London, England, will be completed within the next six weeks or two months.

Freighters entering the Great Lakes grain trade this fall must be inspected and classified as grain carriers before October 1, it was announced by G. N. Harriman, manager of the Great Lakes division of the American Shipping Bureau. The ruling originated with the American grain underwriters following a series of losses on the upper lakes in last year's stormy season. The inspection for reclassification will be approximately \$35 per vessel.

The Thornton & Chester Company, flour mills, one of the oldest in the city, have been sold to the Commander-Larabee Corporation, of Minneapolis. The terms of the sale were not announced but it was said the transfer does not include the "T & C" brand. The Thornton & Chester mills have a capacity of 1,200 barrels daily and are located at the foot of Erie Street. The Commander-Larabee company, through its local subsidiary, the Buffalo Flour Mills, Inc., formerly operated a mill in Ohio Street on property leased from the state. This mill was destroyed by fire early this year.

## INDIANAPOLIS

H. M. RUDEAUX CORRESPONDENT

THE movement of wheat is practically over, save for an occasional car now and then. Indianapolis millers are paying a premium for Soft Winter wheat in wagon lots which is being quoted at \$1.33 a bushel and other grades are being quoted on merit. There is some demand for good seed wheat and several of the grain firms are offering the Michigan varieties in carload lots. Several cars have already been sold and as soon as the weather permits, so the farmers can get their ground ready, more is expected to be sold. It is reported that farmers are now anxious to sow a pure strain of Soft Winter wheat, after finding out that Indiana millers will not use hard varieties which are usually sold at a heavy discount, and used in the mixture of poultry feeds.

Oats are moving in good shape but slightly stained and the majority of arrivals are grading No. 3 on account of color. The movement has been abnormal and much of the storage used in other years for wheat is being used for the storage of oats. The average receipts during the half of August ran 100 cars a day. Some of the early arrivals graded No. 2 White with the majority of the later arrivals grading No. 3 on account of color. One of the surprising features about the oat crop is the absence of wheat mixed oats, which was predicted on account of the large wheat acreage turned under and planted in oats. While there has been a large portion of this year's oat crop that contained wheat, very little has been shipped and in every instance farmers have held them back for grinding and feed.

Old corn is moving in liberal lots from Illinois. The movement is rather irregular, and some days as many as 100 cars have arrived. The quality is very good and the demand is likewise. The new crop is in excellent shape, and with frost holding off for another two weeks Indiana will harvest a bumper crop. Reports from all parts of the state

are very encouraging and ideal weather prevails at present. During a recent cold spell some reports of frost were heard but without confirmation. That prospects never looked better are reports from all sections of the state. Some October shipments of new corn have been offered but not accepted, as October shipments are a little too early to insure safety. At present the corn borer seems to be worrying the farmers more than an early frost and seven additional townships have been quarantined. At present 149 townships in 18 counties are now known to be infested. Federal guards have been placed in the infested area, and all automobiles are being searched for green corn. The quarantine will be rigidly enforced by a squad of 30 or more Federal patrolmen and as needs require the force will be increased. The cost of patrolling the main highways will be paid by the Federal Government this year. Signs of warning have been placed along the highways and regulations have been issued throughout the infested area.

The Berry Grain Company, recently organized here, has leased the old Elevator "D", one of units formerly owned by the American Hominy Company. Some alterations are now under way and it is expected the house will be ready to take grain very shortly. The company is composed of Harry J. Berry, William A. Dorgan, and George F. Off. Mr. Berry has been associated with the grain business in Indianapolis for many years, and Mr. Off was formerly associated with the American Hominy Company. Mr. Dorgan who recently came to Indianapolis from Terre Haute, Ind., was connected with the Paul Kuhn Company as manager for more than 30 years.

Advanced rates on hay go into effect on the September 13 and the increase will have some effect on the hay business. Hay has been listed in the tenth class on through rates to the south, but the 10 per cent increase will raise the price per ton 80 cents on a \$4 rate according to O. D. Kendrick & Sloan Company. The prices on hay are on the decline owing to the lack of consumption.

## ST. LOUIS

FAIRMOUNT CORRESPONDENT

THE Burlington Elevator, owned and operated by the Marshall Hall Grain Corporation, has been sold to the Chicago Burlington & Quincy Railroad Company, the Marshall Hall Grain Corporation retaining a long lease on the elevator. The elevator has a capacity of 1,400,000 bushels of grain. It is understood that the Burlington Railroad bought the elevator with the intention of building a number of large storage elevators with facilities for loading to and from barges. The increasing volume of grain passing through the St. Louis market and the need for greater storage and handling facilities was the cause of the sale. The elevator now has facilities for handling 100 to 150 cars of grain a day and it is intended to make immediate improvements and install the equipment for handling about 200 cars a day pending the construction of more storage units. Increased receipts in the St. Louis market are: Receipts of wheat in St. Louis, July 1928, 9,462,000 bushels, receipts of wheat at St. Louis, August 1928 increased to 10,507,000 bushels as compared with August 1927, 6,897,000 bushels; August 1926, 5,699,000 bushels; August 1925, 4,240,000 bushels. There has been some congestion in this market which is due to the inadequate barge service. The barge line have not furnished sufficient barges to move the grain necessary and it is stated that the barge line facilities are given preference to merchandise loading. The elevators in this terminal are filled up and anxiously await relief from the barge line.

Many members of the Merchants Exchange are going to attend the Grain Dealers National convention held in Boston, September 24, 25 and 26. The delegation will be headed by the president of the Merchants Exchange, Fred Chamberlain and Secretary C. B. Rader. W. J. Edwards, a former president of the Merchants Exchange, intends to motor to Boston for the convention.

C. B. Rader, secretary of the Merchants Exchange has been appointed chairman of the Hay Committee for the states of Missouri, Oklahoma and Kansas of the Advisory Board of the Trans-Missouri Kansas Shippers Association.

W. H. Toberman, president of the Toberman Grain Company, has been selected as president of the National Hay Association. Mr. Toberman has been a member of the Merchants Exchange since August 13, 1907, and is favorably known on the Exchange to its members. Mr. Toberman has



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served on many committees and at the present time is chairman of the Hay Committee.

Effective September 1, the fee for weighing grain in Missouri public elevators has been reduced to 50 cents per car.

Samuel Gordon, aged 84, president of the Cox & Gordon Packing Company and a long time member of the Merchants Exchange, died on August 15 of heart disease at the Barnes Hospital. He is survived by his widow, Mrs. Catherine Gordon, two sons, Sam F. and Jack Gordon, and two daughters, Miss Virginia Gordon and Mrs. James Dawson of Houston, Texas. Mr. Gordon was a courier attached to the staff of General Pickett's division during the Civil War and served with the division at Gettysburg and at the battle of Antietam. He was born at Santee Caroline County, Virginia, which is near Fredericksburg.

The old Rogers Elevator formerly operated by the Langenburg Bros. Grain Company, which was partially destroyed by the cyclone, caught fire Saturday, September 1, and was completely destroyed. The property was owned by the Rogers heirs represented by Bert Rogers of this market.

The question of compulsory local weights on grain, which was up again before the members for a vote on August 30, was defeated with a vote of 132 against and 90 for.

Julius Mayer of the Continental Grain Company of Chicago is an applicant for membership in the Merchants Exchange on transfer from Jack Haussmann. Mr. Mayer will be connected with the Continental Export Company of this city.

E. E. Luehrmann was elected a member of the Merchants Exchange on transfer from E. H. Kuhlmann.

## NEW YORK

C. K. TRAFTON - CORRESPONDENT

ALTHOUGH trading in tickets of membership on the New York Produce Exchange was slow during the past month, this was probably due largely to the scarcity of sellers rather than to any lack of interest. As a matter of fact, the prospects for an early opening of the new market for "Over-the-Counter" securities has stimulated a better demand, but buyers have been steadily advancing their bids without bringing out many offerings. After \$14,000 had been bid and declined early in August, little effort was made to do business for about two weeks. Then the bids were advanced to \$14,750 and \$15,000 without resulting in business. On the following day a bid of \$15,750 was accepted and just before the end of August \$16,500 was paid. This marked the top of the movement as there were further sellers at that price early in September, while there appeared to be no further buyers at over \$16,000. Early in the month \$9,400 was bid for associate memberships, compared with \$10,000 paid on the last previous sale. No sales were reported during the month and this class of tickets is now quoted nominally at \$11,000.

The Bunge North American Grain Corporation, well known grain merchants on the Produce Exchange, have announced that Robert F. Straub is now connected with their organization. This will not conflict in any way with his affiliation with Montgomery, Straub & Co.

L. W. Leisner & Co., Inc., grain commission merchants on the New York Produce Exchange, have announced that R. R. McRoberts is no longer associated with their office.

Muir & Co., export and commission merchants on the New York Produce Exchange, have announced that Walter M. Lambert has been admitted to partnership in their company.

Franklin I. Mallory of Drayton, Pennington & Colket, stock brokers, is an applicant for membership in the New York Produce Exchange.

The fall tournament of the New York Produce Exchange Golf Club will be held at the Wheatley Hills Golf Club, East Williston, L. I., on September 20.

The committees and officials in charge of the inauguration of the new market for "Over-the-Counter" securities on the New York Produce Exchange, have been pushing their preparations for the commencement of trading, which is now expected some time next month. Plans have been

drawn up to set aside a suitable area on the huge trading floor to accommodate the new market and at present it is planned to install six posts around which about 60 securities will be traded in for a starter.

Members of the New York Produce Exchange, and especially those in the cottonseed oil and provision trades, were deeply pained late last month to hear of the death of W. A. Storts, vice-president of the Edward Flash Company. Mr. Storts was a prominent member of the trade on the floor for more than 20 years, was formerly chairman of the Cotton-oil Committee, and had often appeared before legislative bodies in Washington and elsewhere as a spokesman for the industry.

Memberships in the Produce Exchange have been granted Louis Worth of L. Worth & Co., Inc.; F. W. E. Martin, Aspegren & Co.; Lester Lane Smith; James L. Hudson, of the Canadian Co-operative Wheat Producers, Ltd.; Henry C. Zwing of J. P. Grant; Ludwig E. Goetz.

## MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

WHAT'S the big news at the Milwaukee grain market as the fall season comes around the corner? The biggest single item, it is safe to say, is the extraordinary run of barley. The grain has been rolling in during the month of August by the scores of car loads—in fact train loads.

Milwaukee's malt manufacturing is taking on a decided increase when compared with recent months of 1928, the shipments for August having increased to 324,000 bushels. Last year for the same month and malt shipments of the city were 366,000 bushels. This is a much better showing than previously this year when declines from 1927 of 25 to 50 per cent have been notable.

One of the quaint characters of the Milwaukee Chamber of Commerce has just passed on to the next world in the death of George W. Shepard, long known to every member of the Milwaukee Chamber.

The Chamber of Commerce was a disease with George. Every day, bright and early, George was on hand whether he had any business to transact or not. George was always on deck. He was ill only two days and had been on the floor of the exchange within two days before his death at the age of 85.

In Masonic circles, Mr. Shepard had long been an active member. He took his early degrees while still in New York but he finished up his thirty-second degree in Wisconsin.

Both oats and barley will be a large harvest, according to the best estimates. Quality of the grain is also reported as good in most cases. Light frosts in the northern part of the state have not done any great damage to growing crops.

The figures now being reported by the Milwaukee Chamber of Commerce indicate that farmers are going to have a poor year in grain profits. For the first time in many seasons, grains are showing rather a decisive decline in values. No. 3 barley is selling in Milwaukee now around 66 to 71 cents a bushel, as against a ruling price of no less than 82 to 86 cents a bushel for the corresponding time a year ago. The barley market is evidently down about 15 cents a bushel from last year. The decline is also logical from the standpoint of very heavy selling of barley at the Milwaukee market and other centers in the past month.

The oats market also has been given a bad wallop as was expected when the crop estimates showed much larger yields. The No. 3 white is selling at Milwaukee for only 39 cents a bushel, or a fraction higher. One year ago at the same date the general price for this grade of oats was 44 to 47 cents a bushel.

Rye trade is evidently the real bright spot in farm returns this grain now selling around \$1 for the No. 2 grades. One year ago for the corresponding date, rye was selling at only 96 cents, or a fraction higher. Rye is therefore a nominal 3 or 4 per cent higher than a year ago.

The capital of the Ladish-Stoppenbach Company, malt manufacturers operating at 3601 to 3611 National Ave., has been increased from \$300,000 to \$500,000 according to an amendment to the firm's articles of incorporation filed with the office of the register of deeds at Milwaukee.

Officials of the company refused to make any

comment as to the plan of the company for the utilization of the company's additional capital stock. With malting business generally running less than a year ago, surprise is expressed that any malting concern should be in need of greater capital supplies.

Wisconsin will have an excellent crop of corn in most of the southern and eastern counties of the state. The crop is well earned according to the official reports, the stand is good and the crop is as far ahead as could be expected at this time of the year. Estimates are made that with good weather for two or three weeks more, the crop will be pretty well matured.

## MINNEAPOLIS

ALBERT W. MORSE - CORRESPONDENT

UNDER the provisions of action taken by the Board of Directors of The Chamber of Commerce of Minneapolis, in session on August 9, when the purchase and retirement of not over six memberships, offered for sale before December 1, was authorized, the sum of \$4,500 has been paid for each of the following memberships: Phil S. Duff; W. W. Lyness, Regan & Lyness Elevator Company; W. H. McWilliams, Canadian Elevator Company, Winnipeg, Man.; P. E. Stroud, The John Miller Company; R. E. Tearse, Sterling Grain Company; Walter R. Vye. Mr. Duff, Mr. Stroud and Mr. Tearse each retain another membership in the Chamber.

B. B. Sheffield, president, Minneapolis Milling Company and Commander-Larabee Corporation, left on September 10 for Kansas City on a trip of several days, to visit the Larabee offices.

Banner Grain Company expects to put into operation by the first of December a 1,000,000-bushel elevator, which will be constructed on Second St., between Tenth and Eleventh Avenues, by the Fegles Construction Company. Excavation work was started on September 1. This new elevator, which is designed for a capacity of slightly over 1,000,000 bushels, is to be of concrete construction throughout. The site was that formerly occupied by Elevator "X", and the old foundations had to be blasted away. Construction crews are working day and night. Officers of the Banner Grain Company are J. R. Stewart, president; E. P. Kehoe, secretary and treasurer.

Robideaux Grain Company, Parshall, No. Dak., lost its elevator through fire on September 9. It was partially covered by insurance. The elevator was built last year at a cost of about \$20,000, and a drier for combined wheat, one of the first ones put in operation at a country elevator in the Northwest, had just recently been built adjacent to the main plant.

The Chamber granted traveling representative licenses in August to Jas. Carlow, Archer-Daniels-Midland Company; W. O. Falk, Becher-Barret-Lockerby Company; J. O. Jones, Lydiard-Hatch Company; A. R. Thompson, E. S. Woodworth & Co.

In August permission was given by the Chamber for Louis H. Clough, Jr., to trade in the name of Salyards Grain Company, and for L. T. Phelps to trade in that of Johnson-Olson Grain Company.

R. A. Dinsmore, The McCaull-Dinsmore Company, with Mrs. Dinsmore and their daughter, Miss Sally-Ross Dinsmore, were expected to return about September 15 from a three months' trip to Los Angeles, Portland, San Francisco, Santa Barbara, Seattle and Spokane.

The Chamber of Commerce of Minneapolis Glee Club had its annual picnic on Saturday afternoon, August 25, on the Mississippi River, 12 miles up the west shore drive. A sports program included baseball and horseshoe, with a Dutch lunch which met with general approval. Members of the club are busy now with the heavy crop movement, and the season's rehearsals will start probably in November. Rehearsals are usually held on Tuesday afternoons at 4:00. The club is for the purpose of advancing the interests of the Chamber and the community, through singing on the trading floor on special occasions, singing at grain dealers' meetings, and giving its time for purposes of charity at hospitals and sanitariums. The club usually sings carols on the trading floor the day before Christmas. Membership is composed of members of the Chamber and of employees of members. The work of the musical director and of the accompanist is free of charge, and, through the courtesy of the



Chamber, the room of the Board of Directors is used for rehearsals. There are about 40 members, officers are P. M. Ingold, president; J. P. Hessburg, vice-president; R. T. Paradis, secretary; E. A. Cawcutt, treasurer. P. M. Ingold is musical director, A. H. Molander is accompanist, and H. A. Ulring is librarian. Directors are J. P. Hessburg, C. E. Lockery, F. J. Seidl, E. S. Ferguson, J. W. Robinson and O. H. Ulring.

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Atwood-Larson Company on September 1 established a branch office at Grand Forks, N. D. On August 1 they opened an office at Spokane, Wash.

## KANSAS CITY

B. S. BROWN - CORRESPONDENT

STOCKS of wheat in public elevators in Kansas City at this time are estimated at 21,000,000 bushels as compared with 15,000,000 bushels at this time last year. This is the record for this market. Adding that in private store, the total is close to 30,000,000 bushels. Wheat stocks are piled up here due to inactive export demand, which however is getting closer to a working basis. Considerable interest is being manifested in the promised banner corn yield. Reserves of old corn are virtually exhausted and there is an increasing interest in new crop deliveries.

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Ben C. Moore, president of Moore Seaver Grain Company, who has been ill for some time is convalescing, and at present is making preparations to go abroad early in October.

\* \* \*

Curry S. Hopper has applied for membership on the Kansas City Board of Trade on transfer from C. F. McCord. Mr. Hopper will represent Lamson Bros. & Co. on the floor. He came here from Hutchinson, where he was manager for Goffe & Carkener. Mr. McCord, formerly connected with Lamson Bros., severed his connection August 1, and has not made any announcement as to his future affiliations.

\* \* \*

A vigorous protest against the cancellation of the transit privilege in the freight rate on wheat moved from certain Kansas points into Kansas City for storage and later shipped to Gulf ports for export has been raised here by members of the Kansas City Board of Trade and grain dealers in this territory. According to grain men here the ruling, which forces an increase of four to six cents a bushel on export wheat moved from Kansas City through Galveston, Houston, Port Arthur and New Orleans, is one of the most disturbing made by the Interstate Commerce Commission in recent years. Under the old ruling grain originating south of the main line of the Santa Fe Railroad through Florence, Newton, Hutchinson, Dodge City and Garden City, could be shipped to Kansas City and stored here until export demand developed and then shipped to gulf ports at the same rate charged for direct shipment to the gulf ports from the point of origin. It is pointed out here that the new ruling in effect deprives Kansas wheat growers of an export market which is the greatest factor in balancing prices. Withdrawal of the transit privilege will place an additional burden on Kansas farmers to offset the increased differential in freight rate charges on export shipments, it was declared here. Grain men here point out Kansas City is the natural concentration point for wheat buyers and the largest future market for grain outside of Chicago. As the rate case stands now, they contend, the Kansas City market will have undeserved difficulty in shipping to the gulf ports, the natural export outlet for this territory. The transit privilege here was condemned by the Southern Kansas Grain and Grain Products Association and millers in Wichita and Hutchinson, Kan., as unduly favoring the Kansas City market in rate schedules. It is pointed out here that the transit privilege does not harm Kansas distributing points for most of the wheat which moves into this market comes to Kansas City regardless of the transit privilege.

\* \* \*

Kansas grain growers won a significant victory here last month when H. J. Besley, chief in charge of administering the Grain Standards Act, ruled that bleached wheat which has been graded Yellow, shall be graded as Hard Winter wheat. The fact that approximately 30 per cent of the Kansas wheat has been bleached by rains this year makes this ruling very important, and effects a saving of thousands of dollars to the Kansas wheat growers. It is estimated that the new classification will mean a saving of from five cents to 10 cents a bushel on that portion of the crop affected by the bleach. When the classification reducing the grade of bleached Kansas wheat was made early in August by O. L. Phillips of Chicago, chief of the Board of Review of the grain standards division,

hundreds of protests were made by farmers, elevator men and millers in this section, and Secretary Jardine ordered an investigation of the charges of unfairness in wheat grading. At the hearing held here, scores of interested persons testified, and on the basis of the testimony it was announced that in the opinion of the Department of Agriculture, after thorough consideration and in view of grain standards for wheat, wheat that is bleached should properly grade Hard Winter rather than Yellow Hard. It was brought out at the hearing that the fact wheat is bleached does not affect its value for commercial purposes, and that such hair splitting rules only have the effect of lowering the price of grain to the producer, and do not affect the quality as bread grain. It is felt here that the hearing brought about a closer understanding between the Grain Standards Act department and the grain and growing industry. Mr. Besley said that in the future a closer co-operation would be maintained between their department and the grain industry. Those attending the conference were John Vesecky, president of the Southwest Co-operative Wheat Marketing Association; J. J. Kraettli, president of the Kansas City Board of Trade; George L. Davis, president of Davis-Noland-Merrill Grain Company; Prof. S. C. Salmon, department of agronomy, Kansas State Agricultural College, Manhattan; Carl Warkentin, owner of the Midland Flour Milling Company; Harry J. Stephenson, Kansas Flour Mills Company; Frank Summers, president of the Hutchinson Board of Trade; George E. Gano, Hutchinson, elevator operator; Lon R. Powell, president Wichita Terminal Elevator Company; R. D. Jarboe, Federal grain inspector, Wichita; Verne Jones, Federal grain inspector, Hutchinson; E. L. Morris, Federal grain inspector, Kansas City; F. M. Fink, chief of the Kansas State grain inspection department, and R. B. Armstrong, assistant chief.

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It has been announced by the Kansas State grain inspection department that the average protein content of wheat tested by that department during August was 11.94 per cent, compared with 12.44 per cent for the same month last year. Much of the wheat now received is bleached but in a dry condition. Best protein samples are coming from northwestern Kansas. The choicer tests of protein were received early in the crop year from Oklahoma, Texas, Colorado and New Mexico. Reports from branch inspection offices of the bureau indicate that considerable wheat of the better variety is being held back in the country.

\* \* \*

The Southwest Co-operative Wheat Growers Association, this year will handle about 5,000,000 bushels of wheat, it was announced here recently, following a special meeting of directors. This amount is 2.80 per cent of the estimated Kansas crop of 179,000,000 bushels compared to the pool's record total of 7,500,000 bushels in 1926, which is 4.97 per cent of the state's production of 151,000,000 bushels that year. The decline in the amount of pool patronage bears out a recent statement of the Department of Agriculture showing the constant decline of the percentage of wheat marketed through such centralized selling agencies. The Kansas pool last year handled 3,000,000 bushels out of a crop of 111,000,000 bushels. The special meeting was called by John Vesecky, president and chairman of the board, to appoint a successor to W. W. Young, secretary and sales manager who has resigned effective October 7. L. L. Wilson, Wichita, formerly assistant secretary was appointed secretary and Cowan A. Gray, assistant to Mr. Young will be assistant secretary and sales manager here. Mr. Vesecky will actively assume general management of the organization, which has offices in the Board of Trade Building. The membership of Mr. Young will be transferred to Mr. Vesecky. Mr. Gray is a member of the local exchange. The nine directors attending the meeting concluded not to build or lease any country elevators this season but may acquire or build next year, depending upon the amount of money held in the contingent fund at that time. Members of the association will receive final payment on their 1927 wheat crop on September 15, Mr. Vesecky said, but no indications of the total returns on that crop would be estimated.

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Lamson Bros. & Co., are occupying their new offices on the ground floor of the Board of Trade Building. The suite has been elaborately done over for the new occupants. A long marble lined corridor leads to the main office, and walnut panelling decorates the walls and forms the smaller private offices. Other offices are located on a balcony.

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Arthur F. Johns, wheat buyer for the Kansas Milling Company, who has summer headquarters in Hutchinson, Kan., was painfully injured in a motor car accident near Pratt, Kan., according to word received here. Mrs. Jones was also injured.

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According to the *Monthly Review* of the Federal Reserve Bank of Kansas City the July flow of new wheat direct from harvest fields to primary markets in this district, was in point of quantity never before equalled in a single month. Southwestern

millers filled their bins with millions of bushels of this grain against flour orders sufficient to continue grinding at capacity to the end of the present year, at least. Buyers for the domestic trade, and for export, supplied customers' present requirements for wheat.

## GRAIN NEWS FROM BOSTON

By L. C. BREED

George A. Morse, Jr., of P. J. Dimond Company, has applied for active membership in the Boston Grain & Flour Exchange.

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John A. Radcliffe of the A. Culver Company, Rockland, Mass., grain, flour and feed dealers, died August 2, at his home in Rockland. He was an associate member of the Boston Grain & Flour Exchange.

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It sometimes happens that corn from Argentine is received at Boston. A small lot of 455 bags recently came by steamer consigned to the order of the Buenos Aires shippers.

\* \* \*

F. J. Ludwig of C. M. Cox Company is away on a motor trip through Canada and Maine. He was joined by Harry Vaughn of the same company for making a fishing trip in Maine.

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The annual sales convention of The Park & Pollard Company of Boston was held at Buffalo, N. Y., during the week of August 13. It was attended not only by the entire sales force, but by either the entire personnel or representatives from every department in the organization. Among the topics discussed were poultry and livestock feeds, in the sale of which the company is engaged.

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The twenty-fifth anniversary of the St. Albans Grain Company, St. Albans, Vt., was recently celebrated by the C. M. Cox organization of which the St. Albans Grain Company is one of its units. A party of about 325 members of the organization with their wives and guests took part in this notable affair. The party included officials of the Boston office, managers of other manufacturing plants that are associated with C. M. Cox Company, the Cunningham Grain Company, Eastern Grain Company, retail store manager and salesmen from various parts of New England. Among the events of the gathering were a short address of welcome by C. M. Cox in which he gave particulars concerning the development of the business of the organization and offered his congratulations to the St. Albans Grain Company for the success it has met with. There were short talks by several of the employees, some of whom had been with it for 25 years. Side trips were arranged for the entertainment of the ladies, and various games for the men. A banquet was held in the Town Hall at which addresses were made by several well-known public men and railroad officials.

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Subscriptions to the fund for the entertainment of the members of the Grain Dealers' National Association at the coming convention, amounted to nearly \$6,000 on September 1. Referring to the work that is being done in the way of preparation for this event, mention should be made of the part taken in it by C. J. B. Currie, who is general chairman of all the committees; W. L. Hammond, chairman of Finance Committee, and Secretary Louis W. De Pass. President A. K. Tapper lends a hand as opportunity offers in all the activities that are going on in the various committees.

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Hay prices are ruling fairly steady. The receipts for the month of August at Boston were 124 cars. Rye straw, 5 cars.

\* \* \*

The receipts of grain at Boston during the month of August, as tabulated by the Boston Grain & Flour Exchange, were as follows: Wheat, 35,000 bushels; corn, 3,825 bushels; oats, 62,175 bushels; rye, 450 bushels; barley, 70,775 bushels; malt, 3,700 bushels; mill feed, 20 tons; cornmeal, 288 barrels; oatmeal, 9,591 cases and 1,287 sacks.

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The stock of grain in regular elevators at Boston as of September 1 were as follows: Wheat, 100,178 bushels; oats, 18,500 bushels; rye, 1,212 bushels.

\* \* \*

Among the visitors to the Exchange during the month of August, outside of New England, were the following: L. L. Knott, Portchester, N. Y.; Leo Donald Boyle, Baltimore, Md.; David A. Noyes, Chicago, Ill.; E. Edward Cornell, New York City; Howard Lipsey, Chicago, Ill.; J. J. Moore, Chicago, Ill.; John H. Robinson, Kenosha, Wis.; J. H. Mossey, Kenosha, Wis.; Don B. Jenkins, Noblesville, Ind.; H. M. Cooper, New York City; George B. Forbes, Chicago, Ill.; Dan Beckett, Cleveland, Ohio; J. W. Dickson, Chicago, Ill.; Maurice Durand, Ridley Park, Pa.; A. R. Beel, New York City; C. C. Ludd, Minneapolis, Minn.; C. J. Fuchs, Le Roy, Minn.; Dr. E. MacDill, Cincinnati, Ohio.



## TRADE NOTES

We had occasion last week to look over an old issue of the AMERICAN MILLER, of the date of December 1, 1878, 50 years ago, and came upon the following item: "Messrs. Hulbert & Paige of Painesville, Ohio, inform us that they are overcrowded with orders from all parts of the United States for their popular Triumph Corn Sheller." The sheller is as popular as ever, but now it has to be obtained from the C. O. Bartlett & Snow Company of Cleveland, Ohio.

Smut dockage is a tricky thing. The amount of dockage varies so greatly, that elevators are fully justified in protecting themselves by a liberal discount. No one knows this better than the farmer and he expects that discount. The Wolf Wheat Washer and Drier, made by The Wolf Company, Chambersburg, Pa., completely removes all trace of smut. Then if you can sell at the market the wheat that you bought at a discount and all for the slight cost of running it through the washer and drier, write the answer yourself, or ask The Wolf Company.

On August 18, the Farmers Co-operative Elevator Company of Beatrice, Neb., had a narrow escape from fire when the bearings of a motor caused a fire which was fortunately discovered and controlled before the plant was destroyed. Robert Jark, the manager, laid the troubles to the excessive amount of dirt in the wheat this season. To prevent just such dangers as this Fairbanks, Morse & Co., of Chicago, have designed Type "HAC" Motor, fully enclosed, self-cleaning, self-ventilating. Why invite fire hazard when you can get a motor specially adapted to the dusty conditions found in the elevator?

W. D. McLean, who has had a wide experience as miller and superintendent in both large and small mills, has been appointed Central States representative of The Wolf Company of Chambersburg, Pa., and has opened an office for the company at 205 W. Wacker Drive, Chicago, Ill. Mr. McLean is in the fortunate position of being able to advise, not from the theoretical standpoint, but from the practical standpoint of a man on the inside who has had the actual experience. He would be glad to advise with any millers needing or contemplating new equipment.

Every elevator operator who grinds and mixes feed will be interested in the new catalog, issued by the Grain Machinery Company of Marion, Ohio, on the Haines Feed Mixers. The catalog will make you as acquainted with the machine as if it were taken apart before your eyes. The compactness and simplicity of it will make a decided appeal, particularly as it is shipped completely assembled, ready to set up and run when power is applied. It is made in two sizes: The No. 1 size with a capacity of 50 cubic feet requires three horsepower to operate it; the No. 3 size is twice as large and requires five horsepower. The Grain Machinery Company will be glad to send a catalog, ask for Bulletin No. 15 AE, to anyone interested.

The August crop report for Kansas says: "Had it not been for losses occasioned by hail, floods, and a wet, delayed harvest, it is entirely possible that Kansas could have equaled the average yield recorded in 1914." The report says nothing of that wet, tough wheat after it gets in the elevator bin. It does not mention the danger of heating in storage. But that is what every elevator operator will be up against this year. The Zeleny Thermometer System keeps a continuous check of the condition of grain in the bin and gives immediate warning if things are going wrong. The Zeleny Thermometer Company of 543 S. Dearborn Street, Chicago, will be glad to tell you, without any obligation, what this insurance of grain in the bin means to you.

In calf feeding experiments at Massachusetts Agricultural College, dry skim milk was fed at the rate of two pounds of dry powder to nine quarts

of liquid daily up to four months of age. When the experiment was repeated, with dry skim milk reduced to 21 ounces daily after two months of age and to 10½ ounces after three months of age, the cost per pound of gain was cut four cents. Each calf on the revised experiment received about 125 pounds of dry skim milk. "Growth was practically the same as when the larger quantity of powder was fed and the cost was lessened appreciably," says the Massachusetts report. More details and bulletin with recommended feeding schedule supplied by the American Dry Milk Institute, 160 N. La Salle Street, Chicago.

The Wabash Elevator of Kansas City, Mo., described in these pages last month, was furnished in large measure in its elevating conveying and car pulling equipment by the J. B. Ehrsam & Sons Manufacturing Company of Enterprise, Kan. This 56-year old concern has supplied many of the largest elevators in the Southwest. Its contribution to the Wabash addition includes a 16,000-bushel shipping leg, a 25,000-bushel receiving leg, both with belts and buckets; two receiving conveyors; a bridge conveyor; a tunnel conveyor; two storage conveyors; and two shipping conveyors with all the necessary flat belt and troughing carriers, shafting, pulleys and take-ups; two one-drum car pullers and one two-drum puller, with the necessary shafting cable, levers, etc., to operate them.

## AUGUST RECEIPTS AND SHIPMENTS

**BALTIMORE**—Reported by James B. Hessong, Secretary of the Chamber of Commerce:

Receipts		Shipments	
1928	1927	1928	1927
Wheat, bus..	1,892,143	2,945,222	183,781
Corn, bus..	134,966	36,269	76,984
Oats, bus..	400,884	83,659	130,000
Barley, bus..	1,728,005	117,371	926,438
Rye, bus..	2,390	10,777	.....
Malt, bus..	24,316	12,518	.....
Straw, tons..	34	50	.....
Hay, tons..	291	617	.....
Flour, bbls..	87,523	130,491	6,707

**CHICAGO**—Reported by F. H. Clutton, Secretary of the Board of Trade:

Receipts		Shipments	
1928	1927	1928	1927
Wheat, bus..	11,065,000	17,002,000	4,203,000
Corn, bus..	7,422,000	5,922,000	5,183,000
Oats, bus..	10,446,000	7,543,000	5,074,000
Barley, bus..	5,419,000	3,281,000	2,025,000
Rye, bus..	214,000	295,000	438,000
Timothy Seed, lbs..	1,652,000	6,548,000	773,000
Clover Seed, lbs..	168,000	64,000	146,000
Other Grass Seeds, lbs..	784,000	1,403,000	630,000
Flax Seed, bu.	107,000	349,000	3,000
Hay, tons..	7,089	6,251	.....
Flour, bbls..	1,072,000	1,008,000	711,000

**DULUTH**—Reported by Chas. F. MacDonald, Secretary of the Board of Trade:

Receipts		Shipments	
1928	1927	1928	1927
Wheat, bus..	5,603,650	5,251,876	5,954,607
Corn, bus..	17,923	13,279	.....
Oats, bus..	105,193	24,922	113,042
Barley, bus..	6,308,353	2,380,752	4,545,724
Rye, bus..	712,224	1,894,292	460,376
Flax Seed, bus..	137,096	97,623	248,597
Flour, bbls..	539,465	513,015	608,735

**INDIANAPOLIS**—Reported by Wm. H. Howard, Secretary of the Board of Trade:

Receipts		Shipments	
1928	1927	1928	1927
Wheat, bus..	1,164,000	1,570,500	370,500
Corn, bus..	1,440,000	1,315,000	1,365,000
Oats, bus..	4,408,000	1,666,000	2,786,000
Rye, bus..	24,000	48,000	22,600

**KANSAS CITY**—Reported by W. R. Scott, Secretary of the Board of Trade:

Receipts		Shipments	
1928	1927	1928	1927
Wheat, bus..	17,029,870	18,102,370	10,534,810
Corn, bus..	2,527,500	1,306,500	2,262,000
Oats, bus..	476,000	626,000	278,000
Barley, bus..	1,208,000	244,800	894,400
Rye, bus..	28,500	90,000	36,000
Brans, tons	5,060	5,200	18,980
Shorts, tons	86,900	284,900	291,000
Kaffir Milo, bus..	22,572	16,236	8,376
Hay, tons..	75,725	66,950	773,075

**MILWAUKEE**—Reported by H. A. Plumb, Secretary of the Chamber of Commerce:

Receipts		Shipments	
1928	1927	1928	1927
Wheat, bus..	1,282,570	2,551,680	1,538,396
Corn, bus..	549,330	751,840	374,000
Oats, bus..	1,652,700	2,822,100	301,398
Barley, bus..	3,452,400	1,243,840	1,405,033
Rye, bus..	47,160	54,000	20,440

Receipts		Shipments	
1928	1927	1928	1927
Wheat, bus..	120,000	480,000	1,360
Clover Seed, lbs..	105,886	169,880	.....
Flax Seed, bus..	20,020	22,880	2,860
Hay, tons..	404	492	228
Flour, bbls..	288,850	323,921	6,300

**MINNEAPOLIS**—Reported by G. W. Maschke, Statistical Secretary of the Chamber of Commerce:

Receipts		Shipments	
1928	1927	1928	1927
Wheat, bus..	12,683,600	12,939,340	5,951,720
Corn, bus..	436,940	690,530	105,000
Oats, bus..	2,955,620	5,826,940	117,970
Barley, bus..	5,377,190	3,185,810	3,793,810
Rye, bus..	989,440	1,050,760	526,510
Flax Seed, bus..	651,760	440,840	191,270
Hay, tons..	1,235	901	55
Flour, bbls..	21,425	29,341	1,108,329

**NEW ORLEANS**—Reported by S. P. Fears, Chief Grain Inspector of the Board of Trade, Ltd.:

Receipts		Shipments	
1928	1927	1928	1927
Wheat, bus..	528	770	396,671
Corn, bus..	96	50	198,685
Oats, bus..	78	39	60,776
Barley, bus..	218	2	80,000
Flax Seed, bus..	2	5	.....
Grain Sorghum	12	5	.....

**NEW YORK CITY**—Reported by H. Heinzer, Statistician of the Produce Exchange:

Receipts		Shipments	
1928	1927	1928	1927
Wheat, bus..	6,693,800	5,295,170	6,065,000
Corn, bus..	312,000	674,000	171,000
Oats, bus..	1,066,000	171,000	40,000
Barley, bus..	1,783,900	1,272,700	1,208,000
Rye, bus..	515,000	6,000	646,000
Timothy Seed, bags	.....	.....	17
Other Grass Seed, lbs..	.....	230	33
Flax Seed, bus..	.....	926,500	.....
Hay, tons..	1,988	4,069	.....
Flour bbls..	1,302,400	847,318	326,000

**OMAHA**—Reported by F. P. Manchester, Secretary of the Omaha Grain Exchange:

Receipts		Shipments	
1928	1927	1928	1927
Wheat, bus..	16,072,000	10,716,800	7,722,400
Corn, bus..	2,248,400	1,681,400	2,433,200
Oats, bus..	652,000	984,000	412,000
Barley, bus..	262,400	371,200	772,800
Rye, bus..	371,000	246,400	298,200

**PEORIA**—Reported by John R. Lofgren, Secretary of the Board of Trade:

Receipts		Shipments	
1928	1927	1928	1927
Wheat, bus..	636,700	220,750	665,400
Corn, bus..	1,596,500	2,272,700	553,000
Oats, bus..	1,093,500	1,337,800	478,800
Barley, bus..	377,200	242,000	177,000
Rye, bus..	10,800	10,800	6,000
Mill Feed, tons..	26,570	30,580	36,842
Hay, tons..	8,530	11,150	180
Flour, bbls..	250,000	217,700	222,045

**PHILADELPHIA**—Reported by A. B. Clemmer, Secretary of the Commercial Exchange:

Receipts		Shipments	
1928	1927	1928	1927
Wheat, bus..	517,393	1,789,572	485,128
Corn, bus..	52,755	94,214	34,180
Oats, bus..	458,896	89,759	84,825
Barley, bus..	250,453	1,235	155,050
Rye, bus..	999	14,765	68,572
Flour, bbls..	161,745	188,167	4,348

**PORTLAND, OREGON**—Reported by F. W. Clark, Secretary of the Merchants' Exchange:

Receipts		Shipments	
1928	1927	1928	1927
Wheat, bus..	5,675,300	9,332,200	2,749,022
Corn, bus..	130,625	160,500	343
Oats, bus..	140,600	255,000	1,844
Barley, bus..	29,300	38,400	2
Rye, bus..	8,700	18,000	.....

**ST. LOUIS**—Reported by C. Rader, Secretary of the Merchants' Exchange:

Receipts		Shipments	
1928	1927	1928	1927
Wheat, bus..	10,507,000	6,897,800	7,189,600
Corn, bus..	2,534,000	1,730,400	2,221,800
Oats, bus..	3,286,000	2,076,000	2,758,000
Barley, bus..	427,200	115,200	177,960
Rye, bus..	159,900	96,200	88,400
Kaffir Corn, bus..	48,000	58,800	31,200
Hay, tons..	4,344	4,608	1,692
Flour, bbls..	555,630	511,220	449,438

**SAN FRANCISCO**—Reported by J. J. Sullivan, Chief Inspector of the Chamber of Commerce:

Receipts		Shipments	
1928	1927	1928	1927
Wheat, tons..	3,546	3,977	.....
Corn, tons..	3,270	1,110	.....
Oats, tons..	727	727	.....
Barley, bus..	70,475	40,749	.....
Brans, tons..	514	286	.....
Beans, sacks..	34,497	25,008	.....
Foreign Beans, sacks..	2,288	25,620	.....
Hay, tons..	5,809	5,044	.....

**SUPERIOR**—Reported by J. W. Conner, Secretary of the Grain and Warehouse Commission of Wisconsin:

Receipts		Shipments	
1928	1927	1928	1927
Wheat, bus..	5,252,481	3,559,561	4,197,754
Corn, bus..	1,182,900	1,182,900	2,918,581
Oats, bus..	81,061	27,651	10,044
Barley, bus..	4,033,157	2,419,145	3,362,216
Rye, bus..	365,337	1,146,251	264,587
Flax Seed, bus..	46,005	38,711	58,694
Bonded Wheat, bus..	12,953	12,683	5,450
Bonded Oats, bus..	.....	660	.....
Bonded Rye, bus..	1,649	4,415	.....
Bonded Barley, bus..	1,851	.....	.....
Bonded Flax, bus..	.....	.....	12,637

**TOLEDO**—Reported by A. Gassaway, Secretary of the Produce Exchange:

Receipts		Shipments	
1928	1927	1928	1927
Wheat, bus..	2,339,710	4,114,115	417,325
Corn, bus..	50,000	110,000	11,705
Oats, bus..	1,506,750	1,448,490	356,000
Barley, bus..	78,000	22,800	17,290
Rye, bus..	6,000	15,600	9,285



# HAY, STRAW AND FEED

**T**WENTY years ago, in the west end of the old P. & E. freight depot in Indianapolis, John Hermann opened a small feed establishment. In reality it was nothing more than a distributing point for hay. He bought a carload of hay, and sold it direct from the car in order to avoid handling charges, and bought only one car at a time because of his limited capital. That little institution, then located in an out-of-the-way place, has developed until today it is the largest wholesale feed house in the State of Indiana.

The business today is operated by the Garten Feed Company, successors to McCoy & Garten, who succeeded the J. G. Hermann & Co. The little business of 20 years ago, with its humble beginning and limited capital, started in a space about 30 by 30, today occupies two buildings, one 60 by 275 and another 50 by 100 feet, with unloading tracks between the buildings from the Illinois Central Railroad. The main building, which has a frontage of 275 feet on Senate Avenue, is used for feed storage and some converting machinery, while the other is used for hay and straw storage, and has a molasses storage tank under the ground with a capacity of one carload of feeding molasses.

Before the motor truck replaced the horse drawn vehicle, this company handled not less than five to 600 cars of hay annually, and during the change gradually drifted into the concentrated feed business. Feeds of practically all kinds are now to be had, including all kinds of field seeds, seed oats and corn. In the early history of the house, most of the feeds were shipped by steam or traction roads, but today the bulk is hauled by the farmer in his own truck.

Farmers and feeders today are not as skeptical as they were years ago before they knew the value of concentrated feeds. The practical farmer of today knows more about feeds than the average feed merchant. Experience has taught him that prepared feeds are nothing more than the result of years of hard study and experiments. He is a

## Hoosier Feed Firm Has Rapid Growth

By HOWARD M. RUDEAUX

changed to motor power and have no further use for feeds. In connection with the "Price Current," there is a personal item department which occupies one or more columns, devoted to questions and answers and news in general pertaining to feed. When a new feed is added to the already large stock, much space is devoted to the introduction of it. The merits of poultry and dairy feeds are explained, and laying mash, feeding molasses, Alfalfa feeds and meals, poultry remedies and any number of feeds handled by the company are freely featured.

Another interesting feature is the line of Pratt's Remedies. While they need little introduction, as the name Pratt is known on every farm, it is astonishing to see the complete line which constitutes a remedy for every ailment one might imagine. These are carried in a neat wall case in the office, and the demand is very good all the year round. Samples of feeds with a complete description are arranged on a table in deep pans and in plain view of every person entering the office. It is a splendid idea and helps sell feed.

The company manufactures its own cracked corn, and for this purpose one of Robinson's Unique Corn Crackers is used. A Howes Mixer is used for mixing "Eureka" Poultry Feed, the company's own brand, and Fairbanks Hopper Scales are used for weighing. Twenty tons of feed is the daily capacity, and in addition, a line of Quaker Oats Company's feeds is carried, as well as the line of Pratt's Remedies. A close estimate brings the volume of business done annually to the half million dollar mark. The volume has been brought about by nothing

ing attached. The method is excellent, and avoids much bookkeeping and the accumulation of bad accounts.

One of the sidelines carried, and in great demand during the early summer lull in business, is a complete line of all sizes of bale ties. A special mailing list of hay bailers in Indiana, Illinois and the eastern part of Ohio is used to get the business, and during the season large orders are shipped daily. Then there is the regular demand from the large office buildings in the city, who use presses to bale their waste paper. The long warehouse is continually being piled with stacks of the various kinds of sacked feeds, 10 and 12 high. Cars are being spotted at the different doors, and the feed is unloaded and piled high and secure. On the east side of the building is the loading platform and here farmers and feeders load their feed on trucks that come for



ONE OF THE TRUCKS WITH CREW

miles around Indianapolis. One of the splendid things about the city is the number of main arteries of highways all paved, leading to Indianapolis. Wide smooth roads are one of the greatest assets for a feed business, and farmers do not hesitate to drive to the city for their feed, of take a load home after bringing a load of produce to the Indianapolis markets. The dairy trade is very good, and the country around the city is filled with prosperous dairy farms who buy most of their feed in Indianapolis.

One of the popular lines now handled by the company is the feeding molasses. This is bought in tank cars and unloaded in an underground tank, under the hay and straw storage house. The tank is equipped with a Gump Molasses Pump, and containers are filled as wanted. All molasses is put up in metal containers. The increasing demand for molasses is astonishing, especially for dairy cattle, hogs, and fattening cattle. The first order of molasses bought by the company consisted of three barrels and they found it a very hard task to convince feeders the value of feeding molasses. Today tank car after tank car is sold without any difficulty, which proves that farmers and feeders are now realizing the value of feeds their ancestors frowned upon. Cottonseed meal is sold in large quantities and is used mostly by the dairy trade, with some used for fattening. About 50 different kinds of feeds including poultry, hog, dairy, pigeon and mashes are carried in stock. Up until 10 years ago the company enjoyed a large city trade among the firms using large numbers of horses, but since the truck has made its appearance and replaced the horse the bulk of the business comes from outlying districts. Two trucks making freight house deliveries are maintained, one three-ton and one one-ton and they occasionally make short deliveries. The business is owned by W. C. and B. C. Garten, and managed by W. C. Garten. Today it is advertised and known as "Indiana's Largest Feed House."



GARTEN FEED COMPANY'S PLANT, INDIANAPOLIS, IND.

ready customer and is eager to try most any kind of new feed, while his ancestors looked upon mixed feeds as a gold brick proposition. The farmer of today knows that he is protected by the state pure food laws, and that all feeds are tested before being offered for sale.

One of the interesting features of this institution is the monthly "Price Current," which is mailed to approximately 2,500 farmers and feeders each month. It contains a list of all kinds of feeds offered for sale, and a complete description of them. Since the passing of the horse the city mailing list has been eliminated, most of the large feeders have

other than the little publication "Price Current." Some of the names have been on the mailing list from the very beginning. It was the first organ of its kind mailed to the farmer and feeder direct in Indiana. It carried a message to them they had never heard before, and has done much constructive work in the way of educating farmers and feeders to use concentrated feeds. Fillers of all description are used in mailing and few letters are ever mailed without some interesting message, on a small filler introducing some new feed or remedy.

All orders are accompanied by personal check, money order, or goods are shipped with bill of lad-



**CELEBRATES ITS SILVER  
ANNIVERSARY**

On July 26 and 27, a convention was held at which 310 officials and employees of the St. Albans Grain Company celebrated the twenty-fifth anniversary of the company. The two-day jubilee took place in St. Albans, Vt., at which point the concern has its plant, and one of the main features was a banquet at the city hall.

More than 41 years ago a wholesale grain business was started in Boston under the name of Charles M. Cox & Co., and it has continued there ever since. This part of the business has as its main function the handling of grain in carload lots, distribution being mostly in New England. However, when it became apparent 25 years ago that the coming method of feeding was by making compounds scientifically prepared, the St. Albans Grain Company was started for the purpose of taking care of this part of the enterprise. It was then one of the pioneers in the feed industry in New England and had the first plant of its type in that part of the country.

Starting in a modest way, the business of the company has developed until the concern is now one of the largest manufacturers in the East of specialized foods adapted to poultry, cattle and horses. It still is strictly a New England business, carried on for people in that region, and "Wirthmore" feeds are now being sold to more than 1,200 retailers scattered through the northeastern cor-

as follows: Charles M. Cox, Boston, Mass., president; F. J. Ludwig, Boston, Mass., vice-president; W. O. Wise, St. Albans, Vt., treasurer; H. L. Hammond, Boston, Mass., secretary; C. F. Dowe, St. Albans, Vt., sales and advertising manager.

**BOTH SIDES RESTING IN NEW YORK  
FEED MARKET**

By C. K. TRAFTON

During the greater part of the month under review matters were more or less dead-locked in the New York feed market, and as a consequence business was extremely quiet, the total volume being less than usually expected at this time. On the one hand, the majority of buyers appeared to be well satisfied to let matters rest, having to a large extent covered their requirements up to late October. Immediately after our previous review was written it became evident that the much lower price named by producers of practically all varieties had enabled them to dispose of a very large proportion of their output for at least two months. As a consequence they have appeared almost equally indifferent about signing up fresh business. This greater firmness is especially noticeable in the wheat feeds, some of which have recently been marked up from \$1.50 to \$2 per ton from previous bargain levels. This advance left Standard Midds at \$33 or 75 cents lower than last month, while Spring bran is 50 cents lower, and Red Dog \$3.50 to \$4 lower at \$48. Demand for corn goods

**HAY MARKET GENERALLY FIRM**

The hay market showed considerable firmness with fairly liberal offerings meeting a good demand during the week ending September 7, according to the Market News Service of the United States Bureau of Agricultural Economics. With the exception of Prairie hay, prices were generally unchanged to higher. Arrivals were of considerable volume especially after the holiday. Receipts of Alfalfa hay during the week ending September 1, at the principal markets, were the largest this season.

Prices of Timothy hay continued their upward trend. Since the beginning of August the average price of Timothy hay at the principal markets has advanced about \$1.75 per ton after a like decline during July so that at present the market is at about the same price level as at the beginning of July. Quotations are now about \$2 per ton higher than at the corresponding time last year. The eastern Timothy markets were firm as the result of a good demand for the liberal receipts. The demand was excellent for the better quality hay but slow for the poorer grades. The Cincinnati market was reported easy for all grades of Timothy. Keen competition from Illinois and Michigan dealers for southern business was reported as causing limited shipping demand at that market. The middle western markets continued firm principally on account of light offerings. Terminal receipts of quality hay were small and in good demand at Minneapolis



EXECUTIVE, SALES AND OPERATING FORCE OF THE ST. ALBANS (VT.) GRAIN COMPANY

ner of the United States. Since each retailer serves from 200 to 600 customers, the number of farmers who use the company's products reaches quite an imposing total.

At the present time the St. Albans Grain Company is operating four plants for the making of feeds. In addition to the large modern mill at St. Albans, there are additional units in operation at Brattleboro, Vt., and Bridgewater and Malden, Mass. Forty retail stores throughout the area are also run by the company in order to give quick service to the farmers who are customers of the different mills.

The twenty-fifth anniversary-convention opened the morning of July 26 at the company's office, and was called to order by President Charles M. Cox, and after a discussion, the meeting adjourned at noon. In the afternoon there was golf and a motor trip for those who preferred it, the banquet at the city hall following in the evening. Other speakers of the occasion included Mayor H. M. Dewart, who gave the address of welcome in behalf of the city, Ex-Governor E. C. Smith, C. E. Schoff, J. E. Redmond and W. D. Moore, of Montreal, export feed manager of the Oglivie Flour Mills. All of the speakers lauded the success of the organization in its 25 years of existence, and its service not only to St. Albans but to New England. Judge J. W. Redmond praised the president of the company for his ability to choose men to head the different organizations of the company and the efficient manner in which this mammoth business is transacted.

The officers of the St. Albans Grain Company are

has remained as poor as usual for the season in spite of a further concession of \$3@3.50, both White and Yellow Hominy being quoted at \$42. The offers, however, have continued light and producers are now holding firmly at the lower levels. Business in linseed oil meal continued slow although the basis is about \$1 lower with 32 per cent feed offered at \$52.75@53. Although the price is lower there has been no urgent pressure to sell and producers still report that they are getting better returns on sales of cake for export. The decline in cottonseed oil meals was especially marked on old crop goods for prompt shipment, reflecting, of course, the desire to move the feed before the cheaper new crop products become available. For prompt shipment 36 per cent feed is now offered at \$45, 41 per cent at \$47.50 and 43 per cent at \$50.50, but while these prices are \$5.75 to \$7.50 lower than those current a month ago, buyers are covering only urgent requirements. The new crop basis for October, November and December shipment is \$1.75 lower with the various grades offered at \$42.75, \$45.75 and \$47.75. Buyers continue to hold off, asserting that prices must fall still further as they are still above last year's levels while all other feeds are lower. Producers, on the other hand, maintain that they cannot make further concessions as the crushers are not pressing. There has been no interest in beet pulp although a few scattered offers have appeared of domestic pulp which sellers had been holding back but now are more disposed to dispose of this feed product at the price of \$49.

and arrivals were below the current needs at Chicago. Prices were generally unchanged to 50 cents higher.

Alfalfa prices were generally unchanged from a week ago. Arrivals of third cuttings were rather liberal at Kansas City and with good demand, prices remained fairly steady. Arrivals which were the largest for the season were in good condition and of much better quality than hay of the first and second cuttings. Moderate amounts of Alfalfa hay were reported to be moving to middle western mills. Prices of Prairie hay generally declined with the present price level about equal to that of a month ago. Receipts of Prairie hay at the principal markets were slightly less than for last week, the principal decrease taking place at Kansas City.

The Pacific Coast hay markets were generally steady with a slow demand and light arrivals. Lancaster Alfalfa was quoted at Los Angeles at \$24 to \$25 per ton; Number 1 barley hay at \$21 to \$22 and Number 1 oat hay \$24 to \$26 per ton. The Alfalfa market at Toppenish, Washington was weak with farmers anxious to dispose of crops before the commencement of fall rains.

**BAYOU STATE DEALERS WATCH  
FEED BAG WEIGHT**

With Mississippi's feed bill amounting to more than \$8,500,000 each year, State Department of Agriculture officials consider a continuation of their anti-short weight campaign of great importance to feed buyers and dealers.

J. C. Holton, Commissioner of Agriculture,



states: "Our inspectors have found lot after lot of commercial feeds which tested under the guaranteed weight when placed on the scales. Some bags marked '100 pounds net' yield only 90 pounds, while many, many lots were two, three, and four pounds under the guaranteed weight."

An average shortage of two pounds to the bag, he points out, would mean an annual loss to feed buyers of \$170,632.80.

Grain and feed merchants have begun to check their weights and some cases have refused to accept shipments that were short weight. Farmers also are beginning to weigh their feed, and feed manufacturers who have been packing full-weight bags all the time, and thus forced into unfair competition, are giving enthusiastic support to the state feed officials.

## HAY STANDARDS HELPER WANTED

Applications are now being received and will be until September 25, for a hay standards helper by the United States Civil Service Commission at Washington, D. C. The date for assembling of competitors will be stated on their admission cards and will be about 15 days after the close of receipt of applications. Persons who enter this examination will not be admitted to any other examination for which the receipt of applications closes on the same day. Vacancies in the Bureau of Agricultural Economics, Department of Agriculture, for duty in Washington, D. C., or in the field, and in positions requiring similar qualifications, will be filled from this examination unless it is found in the interest of the service to fill any vacancy by reinstatement, transfer or promotion. The salary ranges from \$1,260 to \$1,560 a year.

The duties of the persons qualifying in the examination will be to assist in hay standardization laboratory in making separations and analysis of hay samples in connection with hay standardization and investigational work; and to assist in the preparation of hay samples for use in inspectors' schools, fairs and in the supervision of licensed Federal hay inspectors.

Form 2600, which is required for applications, may be secured from the United States Civil Service Commission, Washington, D. C. The exact title of the examination, as given in the title should be stated in the application form.

## NEW YORK HAY PRICES JUMP

By C. K. TRAFON

Developments in the New York hay market during the month under review were largely along the lines indicated in our review for last month. The arrivals remained extremely light practically throughout August, the day's receipts at some of the terminals being limited to only one or two cars on numerous occasions which reflected the striking lateness of the season and the inability of farmers to bale and ship their hay owing to unfavorable weather as well as the pressure of more urgent and remunerative farm work. The arrivals were mostly of old hay and the bulk of it was still of poor grade, but nevertheless, the scarcity of really choice hay forced buyers to take more of the poor stuff and some of it sold as high as \$18 against \$13@14 a month ago.

The new hay coming in was usually cool and sound and hence sold on even terms with the old; a somewhat unusual feature. Another feature was the scarcity of Clover Mixed hay owing to so much of the crop being winter-killed or discolored, and as a consequence choice lots brought about the same as No. 1 Timothy hay instead of selling at a discount of \$2@3. At the top prices quoted above farmers began to ship more freely and the heavier receipts early in September caused an average setback of \$2 in prices. Nevertheless, experienced and conservative traders do not look for any further decline of importance.

With the season already four to six weeks late, they expect the crop to move slowly, partly because of the smaller yield indicated by the Government report, which they believe may be reduced still further as the season progresses, and the effects of winter-killing and discoloration as a result of wet

weather become more evident. Owing to the latter condition they predict that it will continue extremely difficult to secure really choice No. 1 hay and therefore they are especially bullish on the high grades.

## NEW FEED BRANDS

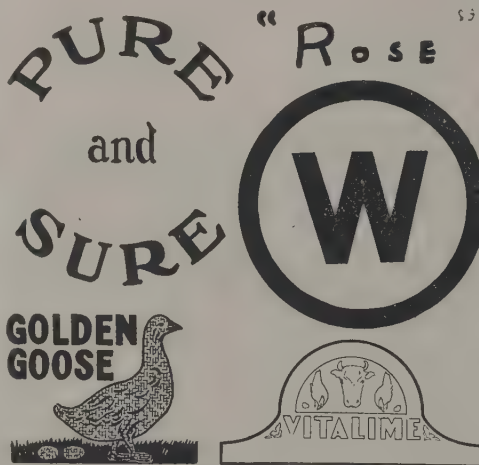
"GOLDEN GOOSE" cereal products, namely, wheat flour, Graham flour, yellow cornmeal, white cornmeal, scratch feed for poultry, chick starter, laying mash, growing mash, chick grains, whole grains, mixed grains, ground grains and cracked grains. E. Steen & Bro., Baltimore, Md. Filed May 28, 1928. Serial No. 267,149. Published August 14, 1928.

"ROSE" oats in its natural state. Norris Grain Company, Chicago, Ill. Filed October 10, 1927. Serial No. 255,862. Published August 28, 1928.

"W" dairy, horse, hog and poultry feeds. F. S. Wertz & Son, Reading, Pa. Filed June 26, 1928. Serial No. 268,722. Published August 28, 1928.

"VITALIME" stock feed. River Products Company, Iowa City, Iowa. Filed June 5, 1928. Serial No. 267,510. Published August 28, 1928.

"PURE AND SURE" wheat flour, cornmeal, Alfalfa molasses, horse and mule feed, mixed dairy feed and mixed poultry feed. Ardmore Flour &



Feed Company, Ardmore, Okla. Filed June 30, 1928. Serial No. 268,902. Published August 28, 1928.

## Trademarks Registered

245,371. Chicken feed. California Hawaiian Milling Company, San Francisco, Calif. Filed March 20, 1928. Serial No. 263,456. Published May 22, 1928. Registered August 14, 1928.

245,487. Alimentary pastes such as noodles, macaroni, spaghetti, and the like. E. DeLang & Co., Basel, Switzerland. Filed January 6, 1928. Serial No. 259,763. Published March 6, 1928. Registered August 14, 1928.

245,518. Poultry and livestock food. Richie R. Sawyer, doing business as Sawyer Grain Company, San Francisco, Calif. Filed April 9, 1927. Serial No. 247,214. Published April 10, 1928. Registered August 14, 1928.

246,027. Linseed meal. Linseed Meal Educational Committee, Milwaukee, Wis. Filed February 8, 1928. Serial No. 261,369. Published June 12, 1928. Registered August 28, 1928.

## WHEAT FEEDS HIGHER

The feed market with the exception of wheat mill feeds and gluten feed was weak and seasonally inactive according to the weekly feed market review of the United States Bureau of Agricultural Economics. An advance in the prices of wheat feed was evident particularly for standard middlings as demand improved. Other heavier wheat millfeeds were unchanged. Cottonseed meal prices tended downward with buyers waiting new crop movement. Linseed meal continued seasonally inactive. Gluten feed and meal was firm but Hominy was weak. Alfalfa meal quotations were unchanged.

The production of wheat feeds as indicated by flour production continued of large volume. About 1,467,000 barrels of flour were produced at the principal milling centers during the week ending

September 8. This output is about equal to that of last week when the holiday at the first of the week is considered. Flour output and per cent of operation capacity was about equal to that for the corresponding time last year.

Prices of wheat mill feeds advanced 50 cents to \$3 per ton at the principal markets during the week as the result of an improved demand. Considerable standard spring middlings from the northwestern markets moved in competition with Kansas brown shorts. Demand for bran in that market while not as active as for middlings was sufficient to absorb market offerings and quotations held steady. Flour middlings and red dog were unchanged. Standard middlings and flour middlings were in good demand at Chicago as the result of a shortage of gray shorts from the southwest.

A good demand, higher coarse grain markets, and rather light local mill production resulted in higher prices of wheat feeds in the southwest. Stocks moved readily at the advanced quotations. As the Kansas City mills applied the by-products of their milling on mixed car trade, the interior Kansas mills were forced into the open market for supplies. But few offers were evidenced for deferred shipments although some inquiry was made for October bran at \$25.50. In the east, the mill feed situation was inclined to be easy in spite of the stronger markets in the west. Offerings were very liberal by both mills and resellers.

Cottonseed cake and meal markets were generally quiet with buyers awaiting the new crop movement. Light offerings generally met a slow demand. The production of cottonseed cake and meal during the month of August was small and totaled only about 34,700 tons compared with 72,260 for the corresponding month a year ago. This production with the stocks at the beginning of August which were reported at 32,600 tons made a total supply of about 67,300 tons from which about 47,570 tons were shipped out to the trade. About 19,800 tons of cake and meal were on hand at the mills September 1. Mills received during the month of August about 169,500 tons of cottonseed of which about 73,795 tons were crushed leaving on hand September 1 117,484 tons of cottonseed compared with 205,433 tons a year ago.

From the indicated total cotton production on September first approximately 660,000 more tons of cottonseed than last season is potentially available. Based on cake and meal output in the past, this additional seed supply would indicate about 250,000 more tons of cottonseed cake and meal for the coming season, but with the decreased stocks on hand at the beginning of the season the total available supply may be only about 200,000 tons more than last year.

The linseed meal market continued seasonally dull with liberal offerings meeting poor demand. As market receipts are becoming heavier, crushing operations will probably soon gain volume. However the eastern crushers are reported as having difficulty in moving their limited stocks. Linseed meal buying improved at Minneapolis as the result of price reduction. A decline to as low as \$44 stimulated market interest and resulted in some buying by jobbers and mixers. As the result, the local crushers report their output fairly well contracted for during the remainder of September. Trade reports indicated that the majority of recent shipments at that market were out of store. At the higher price level, trade was dull at Minneapolis.

Gluten feed and meal situation was firm as the result of a good demand for spot or immediate shipment. Prices were generally unchanged as offerings were about equal to the demand. Offerings for September-October shipment by mills were reported liberal but at firm prices. However the demand for deferred shipments was slow. Mill production continued light due to slow demand for the main product. Gluten meal for September-October shipment was offered at \$44.60 or \$2 under the previous week's asking price at Chicago.

Hominy feed market continued weak. Practically no demand was evident for yellow hominy and but limited demand for white hominy feed. Offerings were liberal due to heavy mill production.



## Boston Convention Begins Next Week

*"Solid men of Boston, make no long orations;  
Solid men of Boston, drink no deep potations."*

EARLY in the Nineteenth Century Captain Charles Morris delivered this rhymed injunction. How solidly the captain's command will take hold of the grain men attending the Grain Dealers National Association convention to be held in Boston on September 24, 25 and 26, remains to be seen. But it is a good omen, at least, that another Mr. Morris is chairman of the Hotel and Reception Committee which has been appointed by President Tapper, of the Boston Grain and Flour Exchange. We trust the 1928 Mr. Morris, true to his name, already has thrown his influence on the side of brief and to-the-point speeches as against long orations, and for light potations (not necessarily lemonade) as against too deep potations.

Boston, "The Cradle of American Liberty" is an especially fitting place for the independent grain trade to assemble this year, as one of the major issues, if not the issue confronting the national association today is whether or not the organized grain trade is to forfeit its liberty to the bureaucratic and political chieftains who, under stolen banners of "farm relief" and "co-operation", persist in their efforts to destroy the independents, to abolish or denature the exchanges, and to harass all dealers with the equalization fee and the rest of the alleged panaceas that go with the fee.

Boston has had its tea party. Next week it will have, incidental to other convention features, a fee-party, and though Government attaches present may consider it rank insolence, the whole political cargo of equalization fee proposals, pool plans, *et cetera*, will be dumped, figuratively, in celebration. "Taxation by misrepresentation" is as good a battle cry as "Taxation without representation".

However, the Boston convention is not to be a mere sympathy-fest, or war-rally for a renewed attack on unsound legislation. The program now completely worked out, indicates the well balanced convention schedule which has been made. Arbitration activities, trade rules, feed and membership, are all subjects which will have their innings. Free discussion periods will permit any one attending to order his subjects *a la carte*. Committees of Boston grain men in charge of convention entertainment, and general arrangements, report that everything is in readiness for this eastern meet which some claim will more than match, in interest and value, any one of the western conventions ever held.

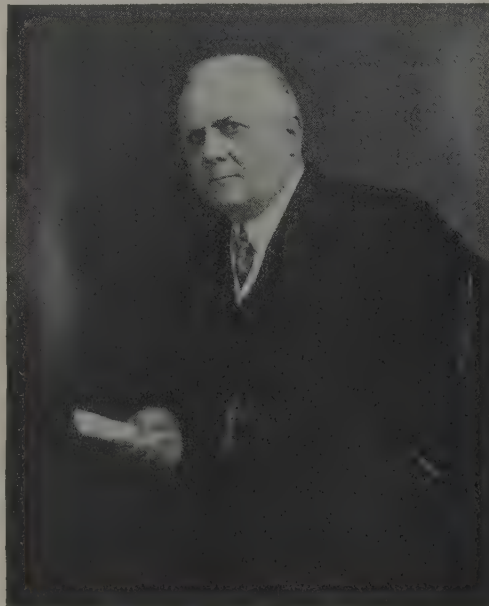
In two more years, Boston will be celebrating the three-hundredth anniversary of its founding, and this fact emphasizes how great an offering Boston has to make as a place of historical significance. Its history is part of the "hub" city's appeal, but the Boston of today is modern in every sense, a city of great industrial enterprises, not the least of which are the organizations directly connected with the grain trade.

Within easy reach of the grain men's convention headquarters, Hotel Statler, are such renowned landmarks as Faneuil Hall, the Old South Meeting House, Paul Revere's home, the site of Griffin's Wharf where the Boston Tea Party was thrown, the

old North Church, and the Boston Common of Revolutionary fame.

Sidetrips have been arranged by the Boston hosts, to the Navy Yard, Lexington and Concord and other standard tourist objectives. Furthermore the sessions have been so arranged that independently arranged trips by individuals or small groups easily may be engineered.

Lexington and Concord are quickly reached in one trip: Lexington is 11 miles and Concord 20 miles from Boston. Electric cars and connecting buses and various lines of sightseeing buses make the trip, following in part, the route that Paul Revere took on his famous ride on the night of April 18, 1775. Every American knows what took place at Lexington and Concord the following day, when the Minute Men assembled in the two towns and the American Revolution blazed forth into armed re-



PRESIDENT TAPPER, BOSTON GRAIN AND FLOUR EXCHANGE

sistance. On the Lexington Green are many memorials of the skirmish and near at hand is the historic Hancock-Clarke House where John Hancock and Sam Adams were staying on the night before the fight when they were aroused at midnight from their sleep by Paul Revere who galloped up to warn them of the coming of the British soldiers. At Concord, appropriately marked, is the scene of the Concord fight. Here also, is the home of Ralph Waldo Emerson, where he lived and died; and the "Orchard House" where Louisa M. Alcott wrote "Little Women." Near at hand is "Sleepy Hollow" cemetery where are the graves of Hawthorne, Emerson, Thoreau and Louisa M. Alcott.

Many visitors, not including of course, Yale graduates now in the grain trade, will wish to see Cambridge, across the Charles River, where Harvard University, America's oldest higher learning factory, is located. Needless to say, trips and fea-

tures of very special interest to the ladies attending the convention, have been programmed.

An immense concrete and steel terminal, extending 4,500 feet out into Boston harbor was constructed by the Government during the World War. This property, now under lease to the Boston Tidewater Terminal Corporation is representative of the splendid facilities, at the disposal of Boston merchants for developing ocean and coastwise trade. Direct or affiliated members of the Grain Dealers National Association, representing the active grain trade sector of Boston business life, include the following firms: Webster-Tapper Company, Charles M. Cox Company, R. N. McDonald, Thomas Ronald & Co., Senott Grain Company, Robert S. Wallace, Frederick J. Volkman, Mathew D. Benzaquin, Catlin Bros., Cook & Co., A. W. Goodnow, Rodney J. Harvey & Sons, Jacquith, Parker, Smith & Co., John J. King, John H. Lee, Arthur E. McBrinn, MacDonald Commission Company, and Park & Polard.

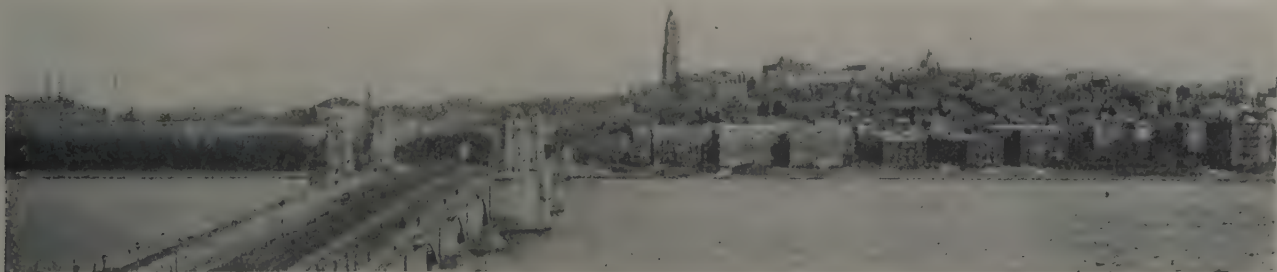
The Boston Grain and Flour Exchange, whose members are to be hosts of the convention, has an interesting history which goes back more than 125 years. The exchange is the successor of early trade organizations in New England. In a recent search of old records, says *Who Is Who In the Grain Trade*, it was found that there was a grain organization in existence in Boston in 1793. Later records show that a reorganization was effected in 1836 and a further reorganization was made in 1855. In this last reorganization what was known as the Corn Exchange was formed to handle the business of buying and selling grain.

The Corn Exchange continued until 1871, when the name was changed to the Boston Commercial Exchange. In 1885 the Commercial Exchange withdrew from the Board of Trade and consolidated with the Boston Produce Exchange under the name of the Boston Chamber of Commerce. Agitation was at once begun for the erection of a suitable building to house the organization and the corner stone of the present structure at Milk and India Streets was laid on September 29, 1890. The building was completed and occupied in January, 1892.

In 1909 the old Chamber of Commerce, comprising 1,000 members, absorbed the Boston Merchants Association whose membership numbered about 400, under the name of the Boston Chamber of Commerce, the grain and flour members being continued as the Grain Board of the Boston Chamber of Commerce. This continued for nearly 16 years. On February 1, 1925, the members of the grain, flour and allied trades formed a new organization, the Boston Grain and Flour Exchange, leasing the quarters which they had been occupying from the Chamber of Commerce.

On March 1, 1928, the Boston Grain and Flour Exchange entered into negotiations with the Boston Chamber of Commerce for the purchase of the building it had occupied for so many years. A few months later the Boston Curb became affiliated with the Exchange, conducting its trading in stocks on the trade room floor of the exchange.

At the present time the Boston Grain and Flour Exchange has an active membership of 200, which



SKYLINE OF BOSTON, GRAIN DEALERS NATIONAL ASSOCIATION'S CONVENTION CITY, SEPTEMBER 24, 25, 26



is limited by the by-laws, and an associate membership of 52. Its board room is three stories high and one of the best trade rooms of any exchange in the country.

The present officers of the Boston Grain and Flour Exchange are as follows: Albert K. Tapper, president; Frank A. Noyes, first vice-president; Edward H. Day, second vice-president; Frank W. Wise, treasurer; Louis W. De Pass, secretary. Directors, Herbert L. Hammond, Rodney T. Hardy, Andrew L. O'Toole, Arthur L. Jones, Charles W. Boynton, Carl J. B. Currie, Caleb H. Jaquith, Paul T. Rothwell, Clarence G. Newton, John A. Schroeder, Henry E. Taylor, and Warren G. Torrey. The real estate trustees consist of Henry P. Smith, chairman; Elmer E. Dawson, Bernard J. Rothwell. The trustees of the permanent fund are Elmer E. Dawson, Dean K. Webster and Milton L. Cushing.

President Tapper, on behalf of the Exchange, has issued this cordial invitation to grain men:

"It gives me the greatest pleasure on behalf of the members of the Boston Grain, Flour and Curb Exchange to thank the Grain Dealers National Association and their allied associations for the privilege of entertaining them on the occasion of their thirty-second annual convention in Boston on September 24, 25 and 26.

"As president of the exchange I tender you the hearty greetings of the board of directors and all members and bespeak for them their sincere effort to make your visit an enjoyable and memorable one. You are invited by the oldest grain exchange in the United States to visit one of the oldest settled sections of this great country. From the landing of the Pilgrim Fathers at Plymouth Rock in December, 1620, to the signing of the Declaration of Independence on July 4, 1776, that launched the United States on its career as the greatest republic, Boston during all these pioneer years was the leader in shaping the destiny and early history of our country. She bids you come and visit those beloved landmarks, priceless and dear to the heart of every American. They are not ours. They belong to the nation. They are yours. Come and see them.

"To those whose ancestors have come from Boston or New England, and those who have gone to your great west in early years, we bid you take this opportunity to visit the old home, renew old friendships and make it a genuine old home week. All New England waits to greet you.

"We are also anxious that you should view our facilities for business. Visit our harbor, see our elevators, docks and equipment for export. Also visit the Navy Yard, where the Constitution, 'Old Ironsides,' the 'Idol' of the American Navy now undergoing repairs may be seen. Arrangements are being made so all these points of interest can be conveniently visited.

"We are sure this will be your largest and most successful convention. We intend to see that it is. Boston and New England await to give you welcome."

## TO INCREASE WHEAT CONSUMPTION

Professor Swanson's long awaited book on "Wheat Flour and Human Food," the title of which was changed at the last minute and now appears as "Wheat Flour and Diet," is finally off the press of the MacMillan Company, New York, and is on sale at \$2.50.

The book is all that we expected of it and more, and will be a valuable aid in counteracting the huge volume of anti-white flour literature that is flooding the country. It is an interesting statement of wheat flour in the diet, and tells for the layman just how flour is made and its importance to the welfare of the race. The value of flour in the diet is presented modestly, sanely and convincingly. It is not exploited as a complete food, for everyone knows it is not, but Professor Swanson shows clearly that the elements contained in the wheat can be obtained through eating bread more cheaply and in more digestible form than any other way. He recognizes the deficiencies, but shows where they can be obtained, from meats and vege-

tables and milk, to far better advantages than from bran.

The book stresses three points strongly: That it is necessary to make white flour, because it keeps better and is more hygienic than whole wheat or Graham, which the food faddists advocate: That flour is very cheap in comparison with what it used to be in pioneer days and compared with other processed foods: That flour is a wholesome foundation for the diet, not complete in itself but as a supplement to other items in a mixed diet.

The book is not controversial. It states facts convincingly, without arousing antagonism in the mind of the most bigotted food faddist, and for that reason does not carry a suspicion of propaganda. It should be in every local school and should be called to the attention of every teacher. In that way grain dealers themselves can do much to increase the effectiveness of the book's influence. We will be glad to supply copies to anyone desiring them at the publisher's price, \$2.50.

## TRANSPORTATION

### NEW RATE FOR POP CORN

A finding of unreasonableness for the future and an order requiring new rates have been recommended to the Interstate Commerce Commission by Examiner Fuller, in the case of the American Pop Corn Company against the Santa Fe Railroad. The schedules in question are from Sioux City and Schaller, Iowa, to points in Washington, Idaho, Oregon, Arizona, California, and Utah. The maximum charge under the new schedules will be \$1.25 from Sioux City to California, and \$1.29 from Schaller to that state.

### GRAIN ROUTING RESTRICTIONS ARE SUSPENDED

By order of the Interstate Commerce Commission, the special grain routing schedules proposed for operation on the Santa Fe, have been suspended from September 5, 1928, to April 3, 1929. Most of the grain shipping points affected by the order are in Texas.

### PENALTY CHARGE ON REFORWARDED GRAIN IS SUSPENDED

By an order entered August 30, the Interstate Commerce Commission suspended from August 31, 1928, to March 31, 1929, the operation of certain grain penalty rules published by the Missouri-Pacific Railroad Company.

The suspended schedules proposed to establish a penalty charge of 2.5 cents per 100 pounds on grain and related articles from Atchison and Leavenworth, Kan., and St. Joseph, Mo., when transited at Independence, Mo., and reforwarded via Kansas City, Mo., to certain destinations on the Chicago, Burlington & Quincy, Chicago, Great Western and Chicago, Milwaukee, St. Paul and Pacific Railroads.

### ST. LOUIS RATES STAY PUT

The St. Louis Merchants Exchange has been successful in its opposition to the proposed changes in rates of grain, grain products and by-products from Indiana, Michigan, and Ohio. The new schedule which would have involved both decrease and increases on carload shipments has been turned down by the Interstate Commerce Commission. The Indiana Grain Dealers Association opposed the changes, but the Indianapolis Board of Trade supported them.

### OSWEGO WINS POINT ON BUFFALO

The Interstate Commerce Commission has declared the grain rates from Oswego and Buffalo, N. Y., to New York City, are unduly preferential to Buffalo, and has ordered that the first named city be given a differential of 1.5 cents per 100 pounds.

The commission further has found that the ex-lake export and domestic rates on grain and its products from Oswego to Boston, New York and Philadelphia are not unreasonable.

## THE GRAIN WORLD

AN increase of 5 per cent in the area sown to grains in Siberia is expected this year, according to the report of the Siberian correspondent in *Economic Life* of May 13, 1928. The winter acreage is decreasing annually and will constitute this year only 10 per cent of the total area, according to the report. The principal grain crop of Siberia is wheat, with oats and rye following, according to the *Statistical Review*.

TOTAL 1927 corn production in the 26 countries

reported still stands at 3,860,489,000 bushels, which is 2.5 per cent below that for the same countries in 1926. The first official estimate of the 1928 area sown to corn in Bulgaria is 1,631,000 acres. That figure is 2 per cent below the record area of last year. Queensland, Australia, expects a large corn crop this year, estimated at 4,500,000 bushels, according to the *Pastoral Review*. Popular demand from growers in southern Queensland has prompted the government to create a corn pool for the whole state with the exception of the Atherton district, where a pool already operates.

IN GERMANY the condition of Winter wheat on June 1 was 94 per cent of the average for the past 10 years, compared with 112 per cent last year and 97 per cent in 1926. Unless conditions improve materially the rest of the year the yield is not expected to be more than about 24 to 25 bushels to the acre. Last year the yield of Winter wheat was 27.9 bushels. Winter wheat in Germany in the past five years has averaged 89.2 per cent of the total wheat acreage.

### WHEAT AND OATS THRESHED IN NEW ZEALAND

ACCORDING to statistical returns recently revealed, the actual threshings for the three months January to March, received from threshing mill owners that 4,170,951 bushels of wheat and 1,915,900 bushels of oats have been threshed out, states a report from American Trade Commissioner Julian B. Foster. The average yields per acre in cases where particulars of areas were furnished (covered 99 per cent of the total threshings) work out at 39.05 bushels for wheat and 45.06 bushels for oats.

THE official preliminary estimate of the corn crop of Southern Rhodesia for the 1927-28 season is placed at 1,135,000 bags (4,086,000 bushels) from 277,000 acres, a decrease of 32 per cent under last year's yield, the Department of Commerce is advised by Assistant Trade Commissioner William L. Kilcoin, Johannesburg. Although an increase of about 10,000 acres, the output is estimated at only 4.1 bags (14.8 bushels) to the acre as against 6.2 bags (22.3 bushels) in 1926-27.

## COAL

### COAL'S MINERAL CONTENTS

Coal, like grain, contains its percentages of various minerals, chief of which are sulphur, and phosphorus. The latter is an unimportant factor in grading coal except when it is used for special purposes such as in the manufacture of iron and steel.

Sulphur is present in coal to the extent of from 1 to 3 per cent. In reports on coal, it usually is included in other percentages as part either of the volatile matter or of the ash.

### HOW COAL TYPES VARY

Anthracite coal in which b. t. u.'s (heat or thermal units) run between 14,000 and 15,000, contains from 2 to 6 per cent moisture. Its volatile matter amounts to from only 3 to 5 per cent, fixed carbon from 85 to 90 per cent, and ash from 5 to 15 per cent. The price is in proportion.

Mississippi Valley bituminous coal, on the other hand, contains from 3 to 10 per cent moisture, from 30 to 40 per cent volatile matter, from 50 to 65 per cent carbon, and from 5 to 20 per cent ash. Bituminous coal is credited with from 12,000 to 15,000 b. t. u.'s.

### HAWKEYE STATE HOUSE TYPICAL OF COMBINED GRAIN AND COAL BUSINESS

Coal is the principle sideline handled at the B. C. Hemphill elevator in Dexter, Iowa. Like many other operators of country grain stations in the Middle West, Mr. Hemphill has found that the grain business and the coal business can be made to dovetail profitably. A large local business has been built up by this concern, proprietor of which has been located in Dexter for 26 years.

Situated on the Rock Island Railroad right-of-way, this house is well situated both for receiving coal and shipping grain. The frame elevator is 50 by 24 by 40 feet, and has a grain storage capacity of 20,000 bushels. Its receiving capacity is 2,000 bushels per hour, and the same rate holds good for dispatching the grain into cars from the six bins and three cribs into which the storage is divided.

A seven and a half horsepower electric motor is used for handling the grain, and the chain drive transmission is giving good service. A modern truck and wagon dump is used for unloading service. Between 70,000, and 100,000 bushels of wheat, corn, oats, and barley, are handled annually by this Hawkeye State station.



# ASSOCIATIONS

## HAY DEALERS MEET IN FORT WAYNE

The thirty-fifth annual convention of the National Hay Association was called to order in the assembly hall of the Chamber of Commerce, Fort Wayne, Ind., on August 20. Community singing, led by A. G. Philips, vice-president of The McMillen Company, opened the program, after which the invocation was rendered by Dr. Arthur J. Folsom. The address of welcome was made by Comptroller McCoy of the City of Fort Wayne and J. B. Wiles, manager of the Chamber of Commerce. W. H. Toberman, St. Louis, Mo., responded ably to the welcome.

The report of the Board of Directors was read by President Dinius. It follows, in part:

### REPORT OF THE DIRECTORS

The year 1927-28 has been an eventful one in the history of the National Hay Association. Two very

revised to eighth class, so that the decision is a victory, not as complete as desired but much better than the carriers were willing to concede. It is our opinion that ninth class will permit hay to move and if it does, we have indeed rendered a service of inestimable value to the hay trade for it was held, and I believe correctly so, that hay could not be moved freely on eighth class and certainly not at all on seventh class. This favorable decision will establish a precedent for rates in other territories so that we can safely say this fight has been of great value to the hay trade of the entire country and again justifies the statement made earlier in this report that without organization, our business would be absolutely at the mercy of the carriers. We certainly trust you men of the hay trade will bear this fact in mind in any consideration of the value of The National Hay Association to your business. Membership in your trade association is fast coming to be something more than a matter of form. The successful business men in every line support their associations, attend their conventions, and make the most of the benefits they afford. As you consider the value of this rate decision to your business, those benefits are far from imaginary.

Personally I have enjoyed this year as your president. It has been a very great honor to me.

Next, the report of Secretary Sale was read, and he reviewed the association activities of the past year. The president then named the following convention committees:

Nominations: Rudolph Raabe, Ralph Brown, E. Wilkinson, R. M. White, C. G. Egly, W. L. Walton, and W. H. Toberman.

Resolutions: H. A. Bascom, L. A. Dellinger, Harry Milligan, I. J. Sutherland, Jr., J. S. P. Thompson.

Membership: F. S. Alexander, Avon Burk, F. D. Butz, H. S. Button, Rudolph Raabe.

On Tuesday morning, the first speaker was John Suelzer, Fort Wayne, his main subject being the value of co-operation. J. C. Suttie, traffic manager of the association, reported for his department; and F. J. McLaughlin, Cincinnati, also made some remarks about traffic matters.

The Statistics Committee reported a production this year of 88,818,000 tons of hay, against 106,468,000 tons in 1927. The figures for Alfalfa compared as follows: 28,579,000 and 31,808,000 tons respectively. "Alfalfa Hay" was discussed by A. G. Philips, of The McMillen Company.

E. C. Parker of the United States Department of Agriculture, spoke as follows:

### THE FUNCTION AND PROGRESS OF FEDERAL HAY INSPECTION

Ever since the marketing of hay in the United States attained the rank of a commercial business there have been elements in the industry that have been opposed to the use of grades and trade rules as a basis for trading. Other elements have wanted to impose upon the industry grades and rules of local origin and of local benefit only. These elements may be observed in the hay business of today, as well as in that of past periods.

We still have with us the occasional farmer or shipper element which fallaciously believes it is to their advantage to establish a No. 1 grade that will include the bulk run of the local crop and that gives no consideration to consumer requirements. The effect of any such grading schemes, intended to benefit the farmer or country shipper and to obtain a No. 1 price for the greater part of the crop, is to actually penalize the more intelligent and more competent farmers and shippers who have produced or shipped that part of the crop that was actually of superior quality.

We still have with us the individualistic type of dealer who believes firmly in the old and cold legal principle of "caveat emptor" or "let the purchaser beware." By marking "inspection allowed" on his bills of lading he believes he has completely fulfilled his obligation to the public. But this apparently simple plan has its drawbacks. It often fails to establish good will and repeat orders, and it often creates a high overhead for discounts, demurrage, and telegrams. It is a fallacy in the hay business for those dealers who plan to build and perpetuate a permanent, profitable business.

We still have with us, also, certain elements in the hay business that believe trading by descriptive specifications is to be preferred to trading by grade. All may go well with this system so long as the responsible dealer can conduct his business with personally known and responsible producers, country shippers, and receivers. Unfortunately, however, for the more honorable and intelligent elements in the hay business, there exists in the industry a minority

element, distributed among farmers, country shippers, dealers, brokers, and livestock feeders, which clings to the use of descriptive terms in hay contracts because such terms are indefinite and difficult to interpret and thus provide a handy means to breach a contract in case of a falling or rising market, or for any other reason that is of immediate and individual benefit.

These elements in our hay commerce which I have sketchily referred to are out of step with modern commercial methods. The merchandising of hay, like the merchandising of our other staple crops, is no longer a simple, localized business. The personal contact and the personal element have been disappearing for many years. Prior to our national industrial expansion and the development of our wide flung interstate commerce, based on modern railway transportation, hay marketing was a simple business procedure. The buyer and the seller often were present to personally negotiate the transaction. The seller quoted his price, the buyer could examine the hay as to its quality and condition for his purposes, and controversies were either settled then or the sale was not made. But these market conditions prevail in a limited degree only at the present time, and when cars of hay move from Arizona or New Mexico to Georgia, from Colorado to Maryland, from Michigan to Connecticut, from California to Massachusetts, or from Indiana to Tennessee and Louisiana, the series of transactions from producer to consumer are often impersonal and of a strictly commercial character.

In this hay commerce where the producer and consumer are widely separated and where country shippers, dealers, brokers, bankers, and carriers function in the marketing process, the use of the contract becomes essential to evidence the quantity, quality and value of the commodity involved in any given transaction. Contract specifications for quantity and value are relatively easy to make definite, but specifications for quality are more difficult and complex. If the quality specifications of a hay contract are indefinite, loosely drawn, and based largely on descriptive terms, the contract is of questionable value. On the other hand, a contract containing definite quality specifications, as well as those for quantity and value, is of distinct value in the merchandising of hay.

The solution of this matter of definite quality specifications in the hay contract depends upon the formulation and adoption into our hay commerce of definite quality standards that will give the industry a common language and a national basis for trading.



RETIRING PRESIDENT H. A. DINIUS

serious problems confronted your officers at the beginning of the year and others were to appear:

First—A rapidly declining membership.

Second—The problem of finances.

When your officers were installed in office at St. Louis in July, 1927, it then appeared that a year of hard work was before them in an effort to hold the membership from further decline. With that end in view, the task was undertaken but before the job was really under way, other matters came up of vastly more importance, matters that if successfully handled would do more to sustain the association than could be done in any other way. I refer to the Southern Class Rate Case and its various ramifications which have occupied the time of Secretary Sale and Traffic Manager Suttie for practically the entire year. This subject came to the front in September and has continued of major importance until the present time. The report of Traffic Manager Suttie will cover all that has transpired during the year in detail. All that has been done has been with the approval of the Board of Directors. Very careful consideration was given to the handling of the class rate case at the mid-winter meeting of the board. It is a precedent of the Association not to interfere in cases involving the equalization of rates as between territories but it was apparent at once that this case was of a very different nature.

Since writing this report, the Interstate Commerce Commission has made its finding in I. & S. Docket 3048 to the effect that ninth class is the proper rating for hay and has ordered the carriers to publish rates in accordance with this decision to become effective September 14, 1928, on hay in car loads moving from C. F. A. territory to Southern territory. This is a distinct victory for The National Hay Association, the Michigan Hay & Grain Dealers Association, the Illinois Hay Shippers Association, the Northeastern Indiana Hay Dealers Association, the Boards of Trade, the Chambers of Commerce and all others who joined in this fight. The protestants had asked for tenth class, the carriers had asked for seventh class, later



PRESIDENT-ELECT W. H. TOBERMAN

Our hay industry has been slower to adopt this commercial principle than have the grain, cotton, fruits and vegetables, dairy products, and other important agricultural industries. The use of the contract containing definite quality specifications of a national character is more universal today in grain, cotton, potato, apple and butter commerce than in hay commerce, and most of the producers, dealers, and consumers in these industries have no desire to return to the old methods of sales or purchases by descriptive terms, by sample, or by local grades.

We, who are in the service of the United States Department of Agriculture, realize full well that we are neither the pioneers in discovering the need for and value of national standards in our hay commerce, nor the original propagandists for such a basis of trading. To the late Willis Bullock, editor of the *Hay Trade Journal* of Canajoharie, N. Y., more than to any other person, should we give the credit for the first practical vision of an organized hay commerce that would utilize uniform, national standards and trade rules as a basis for trading. Thirty-five years ago he envisioned the necessity for a trade organization that could bring together the various



elements in the hay industry to discuss and solve production and merchandising problems, and he urged the fundamental necessity for uniform standards and trade rules. To this man, and to a small group of New York State hay dealers, the National Hay Association owes its origin. They organized this Association in 1895 and reared it on the foundation of useful service to the hay trade of this country, and on the twin corner stones of uniform standards and trade rules.

It is worth while today, I believe, to turn to the preamble of the Constitution of this association and to quote from it these words: "Having a desire to advance the general interest of its members \* \* \* and wishing to inculcate just and equitable principles in trade, establish and maintain uniform grades of hay and straw, also to secure their adoption in the markets of the country \* \* \* and to avoid \* \* \* controversies \* \* \* which \* \* \* arise between persons engaged in the same trade and with others, when they have no established rules to guide them." Here in these few concise terms the men who drafted your constitution have stated the desire of private business to establish equitable rules for our commerce in hay under which all individuals or groups have equal opportunities. Your constitution is a model also in its provisions for a grades committee, charged with the duty of securing the adoption of uniform grades of hay and straw, and in its provisions for an arbitration committee and for trade rules. It provides both the rules and the umpire, which, if fully utilized by the hay industry would unquestionably facilitate trading, eliminate many unfair practices and unfair dealers, and organize the hay commerce of this country into a much more efficient and universally profitable business than it is at present.

The Department of Agriculture recognizes fully the important functions of trade organizations, such as the National Hay Association, in the maintenance of good trade ethics through the enforcement of equitable trade rules. A trade organization that is representative of any given industry, that is fully cognizant of its responsibilities to its members and to the public, and that enforces equitable trading rules by majority sentiment, is the ideal agency for regulating trade. The United States Departments of Agriculture and Commerce, the Federal Trade Commission, and the Chamber of Commerce of the United States, are of the belief that our Government should not enter the field of business to undertake that which can be successfully performed in the public interest by private enterprise. We realize that the legitimate functions of the Department of Agriculture in the betterment of hay marketing conditions are of more value to the hay industry when employed in co-operation with a strong trade organization than when employed alone.

In all probability there are some of you who would like to have me state the Department's conception of its proper function in the nation's hay commerce. This I am most desirous of doing to this representative audience. Conditions in the hay business are such as to fully warrant the belief that the Federal Government, through its stable and well organized Department of Agriculture, is better equipped than private business to conduct the fundamental research work essential to uniform and nationally acceptable standards for hay, and to administer the inspection service in co-operation with, and for the benefit of, the hay industry. This conception is not based on theory nor on individual opinions but rather on the history of standardization and inspection for agricultural commodities other than hay, and on the experience of your own association with standardization and inspection problems.

The movement to assign the functions of standardization and inspection of agricultural commodities to the Federal Government commenced about 20 years ago. I doubt if the movement was intentionally fostered by either the Department of Agriculture or private business. It first developed in a natural and logical manner, largely because of the intolerable and confusing conditions in the grain trade caused by the hindrance to commerce resulting from the numerous commercial exchange and state grades then in effect, and because both producers and consumers complained about grain inspection as it was then administered. Grain grades, during this period, were largely a collection of opinions because no thorough research work had been done to determine definite grading factors. Moisture in grain, for instance, was guessed at by the "feel" of the grain, until the research work of the United States Department of Agriculture developed the Brown-Duvel Moisture Tester in 1906.

Because of the chaos in grain marketing, and largely on the initiative of the Grain Trade, came ultimately the Grain Standards Act and Federal Grain Supervision. From my observations among the producers, dealers, warehousemen, and millers of grain, I venture the opinion that 90 per cent at least of the people in the grain industry have no desire whatsoever to re-assign the functions of grain standardization and inspection supervision to private business. For example, a bill to repeal the Grain Standards Act was introduced in the last session of Congress, and the grain trade made itself heard in no uncertain terms as being against repeal. Since the Grain

Standards Act was passed in 1916 the Grain Dealers National Association has grown to be one of the most influential trade groups in the country. It has no function in standardization and inspection other than to co-operate with the United States Department of Agriculture in the constant program of improvements through research work. Its trade rules, however, are the working laws of the grain trade and are strictly enforced by majority rule, and the work of its arbitration committees is of wide extent and of great benefit to the trade.

Similarly, private business has largely assigned to the United States Department of Agriculture the functions of standardization and inspection supervision in our commerce in cotton, potatoes, apples, and butter. In all these services, public funds are employed for the standardization and marketing research work and for a part of the overhead expense for inspection administration. The local costs for inspection are met through fees paid by private business. A percentage of the overhead expense for supervision is assessed also against private business. These methods permit private business to finance and largely administer the local inspection service.

The fundamental reasons for this gradual assignment of the functions of standardization and inspection supervision for agricultural commodities to the Federal Government are: (1) The business groups in agricultural commerce, as a general rule, either lack the capital, or are unwilling to authorize the expenses necessary to conduct the research work that is essential to the formulation of sound standards, (2) the business groups usually have few members with the technical training and research point of view essential to developing the information upon which nationally acceptable standards must be based, (3) when business groups formulate standards great difficulties are encountered in reconciling the conflict-



E. C. PARKER

ing opinions arising out of various local experiences and points of view, (4) the business groups usually have lacked the necessary authority and funds to supervise inspectors, and (5) the public, which includes millions of producers and consumers, interested in the production, marketing and consumption of any agricultural commodity, does not repose full confidence in standards formulated by any one element in the trade group, nor in the inspection service itself when administered by private business, and supervised by an unbiased agency.

In other words, many of the business groups engaged in agricultural commerce have decided in recent years, to demand that standardization research work and inspection supervision should be controlled largely by a third party having no financial interest in the trade, and who is therefore a fully impartial umpire. This idea is rational and logical. The interests of producer and consumer, seller and buyer, are often diametrically opposed. If one group formulates standards and controls the inspection work the opposing group is certain to be critical and without confidence, irrespective of the soundness of the standards and the integrity of the inspectors. On the other hand, when private business obtains its inspection evidence from a service supervised by a third party (the Federal Government) neither the buyer nor the seller can break up the game because he believes the cards were "stacked". I desire to point out to you, also, that as these functions in our commerce in agricultural commodities have been gradually transferred to the United States Department of Agriculture, the Department has been most solicitous to develop a policy of teamwork with private business, in order to give all elements in each group a voice in the formulation of standards, and in order to keep the Department's work of standardization and inspection in conformity with commercial requirements.

The history of the United States hay standards

and the Federal Hay Inspection Service is partly embodied in the general review of agricultural commodity standardization which I have given you. Specifically, on July 24, 1919, the Sixty-sixth Congress, in the Annual Appropriation Act, provided the Secretary of Agriculture with authority to investigate and certify the class, quality, and conditions of hay to shippers and other interested parties upon application, and to charge therefor such fees as should reasonably cover the cost of the service. This same authority has been renewed by Congress at each session since 1919. There are no mandatory clauses in the act. The inspection service that has been organized under these Acts, and the standards that have been promulgated wherewith may be adopted or rejected by private business as it may elect.

The first unofficial standards for Timothy and Clover hay were recommended January 2, 1923. At that time the Chicago Hay Exchange adopted these standards and the first attempt to apply United States Hay Standards, under Federal supervision, in a market of importance, was inaugurated. This market has used no other grades than the United States grades for nearly six years and the exchange has been so satisfied with the service rendered that its members have often stated publicly that they would consider it a backward step in hay marketing to return to the use of any other standards or inspection methods.

From 1922 to 1925 the expansion in the inspection service was slow and the details of no great interest. During this period the Department devoted the greater part of its efforts in hay work to standardization research and very little to inspection. One of your ex-presidents, who had had long experience on your grades committee, Maurice Niezer, collaborated with the Department for six months in this research work, and many conferences and demonstrations with reference to grading problems were held with committees of producers, dealers, and consumers throughout all the important hay States and markets. As a result of this work, official standards for Timothy and Clover, Alfalfa, Prairie, Johnson and Mixed hay were promulgated by the Secretary of Agriculture in September, 1925. In July, 1927, additional standards for grass hay were promulgated.

Prior to the season of 1926-1927, the Department men in charge of hay standardization and inspection had practically no time to devote to education and demonstrational work. Yet, under voluntary agreements for Federal inspection, 14,365 Federal certificates were issued during the Government fiscal year ending June 30, 1926. During the fiscal year which closed June 30, 1927, 17,161 certificates were issued, or an increase of 19 per cent during that year. During the fiscal year which closed June 30, 1928, 29,343 certificates were issued or an increase of 71 per cent over the previous year. The records for the past year include inspections on all receipts at Kansas City from January 3 to June 30, 1928.

The Federal Hay Inspection Service is now operating in 16 terminal markets, the most important of which are Kansas City, Chicago, Denver, Birmingham, Houston, and San Antonio. It will be inaugurated September 1 of this year at Omaha, and arrangements are now pending in several other markets. Licensed inspectors are stationed also at 19 important shipping points, and at 26 United States Army posts. The total number of designated and licensed inspectors is 74, of whom 12 are employees of the United States Department in supervisory or research work. Federal-State hay inspection agreements are in force in six states and 17 states have adopted the United States standards as official state standards.

The United States hay standards have become a potent force in the educational work of this country on forage production and feeding. In 31 states the agricultural colleges or other state agencies are conducting educational work on hay production, marketing, and feeding, which ties up with the grading factors in the United States standards. Each year hay judging contests are conducted in connection with the International Live Stock Show at Chicago and the Livestock Exposition at Portland, Ore., at which numerous agricultural college student teams compete, after a training in the United States grades given by the various college agronomists. The agricultural agents of three of the most important hay carrying railways are planning to co-operate with a group of agricultural colleges this coming year to conduct hay production and grading educational work among producers and shippers. The dairy organizations of the country and the dairy papers are educating thousands of dairymen on the subjects of hay feed values and hay grades. Summing up this educational work on hay production, marketing and grading, it may be said that the research work incidental to formulating the United States hay standards has inaugurated the biggest educational campaign on hay this country has ever had. Big results can not be expected immediately but in due course of time this steady and thorough educational work will have its effect on the improvement of conditions in the hay industry. It is my personal opinion that the inauguration of this educational work is the most beneficial and outstanding accomplishment that has resulted to date from the Department's efforts in hay standardization.

Now, as I approach the conclusion of my remarks



on this subject of the function and progress of Federal hay inspection, I wish to return to the pioneer vision of Willis Bullock and his associates. The utmost commendation and praise must be accorded to them for their idealism and their practical efforts in organization, as well as to this association for its sincere efforts during the period 1895 to 1920 to promulgate and establish national hay standards and inspection. The work done was distinctly constructive and has made its mark in the history of American hay commerce. The objectives sought by your early leaders in this matter never have been fully attained, however, for the following reasons: (1) The National Hay Association has not been able to invest the money in the research work that is essential to a national standardization program, (2) the association has lacked the capital and the authority to train and supervise a large number of inspectors located at widely scattered points in the United States, and as a result, your inspectors applied your grades too often according to their own interpretations and according to local sentiment, although with every intention of fairness and honesty, (3) the producer and consumer elements in the hay industry as well as a portion of the shipper element, have never reposed their full confidence in National Hay Association grades and inspection because of a belief that the grades were "terminal grades" applied by terminal minded men, and, therefore, unfair to the producer and consumer. Undoubtedly, this belief was largely

and arbitration unless its services are demanded. That field is the logical field of work for a trade organization, and the hay business is in need today of an expanded use of good trade rules and trade arbitration of commercial controversies. The volume of correspondence received by the Department relative hay contracts, trade rules, and other purely commercial questions, concerning which it has no authority, indicates that many members of the hay trade confuse trade rules with inspection and are in need of assistance and guidance in these matters. Other highly important fields of work in hay commerce for a strong trade organization are railway tariffs, state and national legislation, publicity to increase the demand for special classes of hay, and education of producers with respect to market requirements.

In all these fields of work, an organized and energetically conducted program in this association could accomplish much. The initiative in these matters logically rests with the trade and not with the Department. Our part should be to confer with you, to assist wherever possible, and to provide information which our facilities permit us to gather.

On the other hand, we believe that the same trend of public opinion which caused the assignment of the functions of standardization and supervision of the inspection of grain, cotton, potatoes, apples, butter, etc., to the United States Department of Agriculture, is apparent and active in the hay industry. These trends are not in the direction of putting the Government into business but rather toward putting the Government into research, educational, and inspection supervisory work, for the purpose of providing equitable standards, disinterested inspection evidence, market news, and general information about hay production and feeding, which private business may utilize for its own good and under its own trade rules. The program of the Department is but an extension of the vision of your founders; namely, to provide standards that may become the national, common language of the trade, and to provide inspection evidence that will promote free and equitable trading conditions for the entire industry.

Under existing laws, the work of the Department will progress in direct proportion to the degree of co-operation it receives from the hay trade. The entire program of the Department, both in law and in administrative policy, is built on the idea of teamwork between Government and private business. We realize that our standardization and inspection supervision program is in constant need of your advice and counsel and we believe our research work and inspection experience is constantly developing facts of value to your trading operations. The members of this association may rest assured that the spirit of teamwork is an integral feature of our program.

We are often asked whether the Department program contemplates a mandatory Hay Standards Act similar to the Grain Standards Act. Our answer always has been the same, that we, who are your public servants in the Department of Agriculture, are not endowed with legislative powers. Sometimes we are called upon to advise and counsel in legislative matters, but we do not initiate legislation. Possibly this question may come up for definite discussion in the next decade if trade sentiment, or producer and consumer sentiment, desires a Hay Standards Act, it will come eventually, in which case we would but continue our present policy of co-operation, but under mandatory law. In a number of the states mandatory inspection laws have either been passed or are now pending, which arise from the desire of certain elements in the hay industry or other agricultural industries, to cure unfair practices by mandatory standards and trade rules.

My purpose in briefly reciting these few cases of proposed or actual mandatory legislation is to emphasize the sentiment that has grown up in our country in recent years with respect to trade organization responsibility. Both in Government and business circles, the modern idea of trade organization responsibility for business ethics and fair practices is fully approved and established, and it has become one of the important policies in the organizational and publicity work of the United States Chamber of Commerce, whose membership comprises 1,500 local chambers. Government policy, especially in the Departments of Commerce and Agriculture, is to keep out of this phase of business if possible and to encourage the development of great trade organizations that will assume this responsibility. But it may be observed from our current records of legislation, while we are on this subject, that when organized business fails to perform its functions in the public interest, the Congress or the state legislatures, ultimately take action.

The hay business, like many another American business, is not perfect. There is some unfair practice and bad ethics in it. It is susceptible of improvements that would benefit producers, country shippers, dealers, brokers, carriers, bankers, and consumers, each of whom has a necessary function, and all of whom are interdependent. It is my hope that this address has provided you with some constructive suggestions, many of which I admit are but repetitions or modifications of the constructive suggestions of Willis Bullock and the other pioneers in your association. I have spoken frankly and honestly ac-

cording to my convictions after having spent five years of intimate contact with the hay industry in my present capacity. It is my hope that nobody will read into this address a spirit of criticism, for no criticism is intended nor should it be implied. We should like to see the National Hay Association develop the maximum of trade representation and influence, so that it might co-operate with the United States Department of Agriculture to the fullest extent in rendering service to all men whose affairs are bound up in the production, feeding and merchandising of our nation's third greatest farm crop.

The Nominating Committee recommended the following for officers and directors, the report being adopted, and those named elected: President, W. H. Toberman, St. Louis; first vice-president, F. L. Alexander, Marion, Ohio; second vice-president, C. G. Egly, Fort Wayne; directors—D. B. Tilton, Kansas City; H. A. Dinius, Roanoke, Ind.; W. I. Biles, Saginaw, Mich.; George S. Bridge, Chicago; Avon Burk, Decatur, Ind.

## MICHIGAN DEALERS MEET

On August 16 and 17, the Michigan, Grain, Feed and Hay Association met at the Hotel Olds, Lansing, Mich. The sessions occurred in the Wistaria Room of the convention hotel, and President W. I. Biles, Saginaw, Mich., opened the proceedings by reading the report of the Board of Directors:

### DIRECTORS' REPORT

During the past year your business has not been free from trouble, so it seems good that we should meet here at this time to discuss the problems that



SECRETARY SALE

unjustified but that is immaterial to this discussion—the point is that the belief was deep-rooted, (4) subsequent to 1920, the hay standardization and inspection program of this association became relatively dormant because it did not proceed along the same new lines of thought as did the standardization and inspection programs for grain, cotton, potatoes, and other staple crops.

We, of the Department, believe that the future hay commerce of this country will have greater need for national hay standards, inspection and trade rules, than did the hay commerce in the day of your founders. The hay business has undergone, and is now undergoing, radical changes. The trade in Timothy and Prairie hay has diminished, and will continue to diminish, but the trade in Alfalfa, Clover, Soybean, and Lespedeza hays, as well as in Alfalfa meal, is increasing. Total carlot movements have not decreased in recent years and there is a new and extensive business in truck shipments about which we know little statistically. The new hay business that is maintaining the carlot movement is a trade that is largely in the leguminous or protein type of forage. The customers are largely dairy cow, sheep and cattle feeders, engaged in new and specialized types of livestock farming. Some of you can continue in the southern hay business and in the city horse trade but many of you are already out of such commerce or will be forced out. The new type of hay customer is going to be a more exacting type than the old type stable boss. He knows more about forage, he demands shipments that will meet his special requirements; and he is not going to purchase large quantities of protein forage in substitution for mill feeds unless he can buy under definite grades that will assure him a reasonably uniform product.

We believe that in this new hay business both the Department of Agriculture and the National Hay Association have very logical and important functions to perform. The Department of Agriculture has no desire to administer and supervise hay trade rules



PRESIDENT W. I. BILES

confront us and by close council together try and put the business in which we are engaged on a fair and sound basis for the year now before us.

We have seen in the past few years a great change in the business of grain handling in our state, and today, while considerable grain is being purchased for shipment, there has been thrust upon us a duty for which we must (if not already) be prepared to handle a tremendous volume of retail business which lays at our door.

I refer particularly to the feed business of the dairy interests of our state. I am informed that Michigan today ranks third in the dairy business of the nation, a wonderful position for any state, and still going strong. So it becomes the duty of every feed merchant to provide an ample supply of the best feeds available for the dairy cow.

Elevator men of this state are vitally interested in the production of tonnage of good quality grain. To secure this there is a field for genuine serving of the elevator interests in supplying fertilizer to meet the requirements of the various crops and the very best seeds available at reasonable prices. Farming is a very hazardous business. The farmer tills his soil, sows and plants the seed, puts in his time for proper cultivation, has all the elements to contend with, and may or may not produce and secure a crop which will yield fair returns on his investment, so it behooves us to render every assistance possible to aid in production. The Michigan State College is rendering a



wonderful service to the farmers of our state thru their various departments and great credit is due them by the farmer and your good self.

During the past two or three years the members of our association who are engaged in the shipping of hay found it almost impossible to move any volume of hay, particularly to the southeastern markets, on account of the extremely high freight rate which has existed and which put Michigan entirely out of the running.

In September, 1924, this association started a campaign to secure a reduction on hay rate from Michigan to the southeastern territory. Several conferences were held with railroad officials and with the Interstate Commerce Commission, which resulted in our securing temporary reduction of approximately \$1 per ton to the southern territory. This reduction was of no particular relief as we were still forced to pay considerable more freight than other sections to the same territory. After having failed to secure rates which would permit the movement of hay into the southern territory, your directors felt it would be absolutely necessary to file a formal complaint. We then employed Ralph L. Tuttle, traffic manager, of Grand Rapids, Mich., to help our interests.

A general session of the Interstate Commerce Commission held at its offices in Washington, D. C., on the 27th day of October, 1927, with reference to the Southern Class Rate Investigation, Docket No. 13494, the Interstate Commerce Commission ordered the railroads to establish on or before December 31, 1927, upon notice to the Commission and to the general public, but not less than 30 days, filing and posting in the manner prescribed, in section 6 in the Interstate Commerce Commission Act, and thereafter to maintain and apply rates to southern territory. The railroad on December 1, 1927, filed with the Interstate Commerce Commission Jones-Speiden Tariff No. 450, exceptions in item No. 7 on page 339 thereof, providing for seventh class rate on hay in car lots from C. F. A. to southern territory, this tariff to become effective on January 15, 1928.

On December 30, 1927, we asked the Interstate Commerce Commission for a suspension of Item 7, page 339, of the Jones-Speiden Tariff No. 450 ICC-1924. At that time the Interstate Commerce Commission ordered the tenth class rate to become effective and operative during the period of suspension. The Commission granted our request. The Southern Classification Committee filed with the Interstate Commerce Commission, Supplement No. 4 to E. H. Dulaney, ICC-23, Consolidated Freight Class No. 5 requesting an increase in rates on hay to eighth class. Under date of April 4, 1928, Mr. Tuttle, our traffic manager, asked for the suspension of this tariff, which was granted. On April 16, 17, 18, 19 and 20, 1928, a hearing was held before the Interstate Commerce Commission at the Gibson Hotel, Cincinnati, O., subject Docket I & S 3048. At this hearing your traffic manager, your President, and James Kerr of Melvin, Mich., represented your Association and gave testimony for the Michigan shippers. The case was scheduled for Cincinnati, a portion of the case being held there and the remainder of the case being held at Atlanta, Georgia, which our traffic manager, Mr. Tuttle, attended.

It has been a fight from start to finish, but we expect before this convention closes to have notice from the Interstate Commerce Commission of their decision in this case.

We are now informed, according to the Investigation and Suspension Docket No. 428, that the expiration date of the temporary tenth class rate on hay and straw which was to have been August 14, 1928, for the reason that the ICC has been unable to yet render a decision in this case and also to allow the 30 day statutory notice on any change, the carriers in the trunk line and C. F. A. territory have extended the time of tenth class rate on hay and straw until September 14, 1928. We were in hopes that the Commission would find for the Michigan shippers and continue our tenth class rate, which will enable us to secure business in the southern territory which has been a good section for Michigan hay shippers to secure business from, as one of the important factors in the disposition of hay is transportation.

This year's hay crop, as seen by the writer, is going to be a rather hard crop to handle. In certain sections of the state the crop was in good condition; in other sections of the state rain has delayed harvest and in many cases splendid crops are over-ripe and will be of rather poor quality, and I am of the opinion hard to dispose of. It seems to me there is only one way for the hay shippers to protect themselves, and that is to buy only as he can ship, have all contracts carefully prepared, and have a thorough understanding with your customer as to just what is expected of you, and also exact a reasonable margin on all trades.

The officers of this association have been extremely busy the entire year, working in the interest of this Association at all times. During the past year we have lost a few members on account of going out of business. There have also been a number of resignations on account of firms cutting down expenses as a result of poor business, but you will have a complete report from your secretary. It is hardly possible that this association should escape the effects of the depression of the hay business and many shippers have been compelled to cut out every item of expense possible, and it is only natural that our Association should feel it. It has been a real fight to properly function for the benefit of our members and, while results may not be entirely satisfactory, it cannot be otherwise than gratifying inasmuch as we have not laid down on the job.

Following this, Secretary Tracy Hubbard made his official report, in which he said, in part:

## SECRETARY HUBBARD'S REPORT

July 1 last closed the twenty-seventh year of service of our organization to the grain and hay shippers, also flour and feed mill operators of this state. During this period of time we have made many changes in our business methods, and improved machinery has enabled us to not only market a better product but also to handle same in a more economic manner. From year to year competition has increased, which has made necessary a closer co-operation between producer and buyer, as well as the shipper and his receiving customers in the various markets. The improvements in grades for both grain and hay during the past 10 years have done more to eliminate losses from rejections and quality allowances than anything else. It is at such gatherings of shippers and receivers, as we are having here today and tomorrow, that we can learn of many new methods which can be used by each of us in the conduct of our business, and result in our financial benefit.

During the past fiscal year our organization has performed many services for its members, and your secretary in a number of instances has been able through personal service to adjust difficulties which had arisen

in different parts of the state, to the satisfaction of receivers of that locality. In one case last fall trouble started in one district in the buying of Clover seed and paying prices to the producer reached a point where they were higher than what the cleaned seed could be sold for.

By getting 23 receivers in that locality together in a meeting it did not take long to get the buying basis for the various kinds of seed down to figures which permitted a reasonable margin of profit for handling.

In another locality a scoop-shovel of grain appeared and started to buy wheat in the dirt from the farmers and loader it direct into the cars, paying two cents per bushel more for same than the legitimate elevator operators were bidding for the wheat after it had been thoroughly cleaned. When the matter was brought to my attention I located the mill to whom the scoop-shovel was selling his wheat and it did not take long to put him out of business.

In another instance a grocer in a small town located off of a railroad got the idea that it would help his business to buy a few cars of coal and sell same to the farmers of his locality at cost. He bought a couple of 50-ton cars of Kentucky lump coal and had then shipped to the nearest railroad town where one of our members is located and delivered same to the farmers, weighing the coal over sugar beet scales. When the matter was brought to my attention I immediately located the shippers of the coal and had no trouble in eliminating that unfair competition, when the shippers learned the way the coal was being sold.

We have not published and mailed you as many bulletins during the past year as we have some. This was due partly to so much of your secretary's time being occupied with correspondence and other matters in connection with the Southern Hay Rate case, and partly because of the necessity to conserve our resources due to the delinquency of some of our members in remitting for their dues for the past year.

In this branch of our service to members we have accomplished more the past year than in any other way. It took us three years and 10 months and an expenditure of better than \$3,800 to gain our objective in one traffic case, and of the above amount 85 per cent of the funds was contributed by Michigan shippers, balance by a group in northern Ohio. Those of our members who did not share in this contribution will now enjoy the benefits from our accomplishments along with those who did, and we hope that after hearing Mr. Tuttle's report tomorrow you will appreciate the result of his efforts, as well as those of your officers and our members who have co-operated with him during the period of time I have mentioned. The results obtained clearly demonstrate what can be accomplished by working together as an association.



SECRETARY HUBBARD

whereas individual effort in the same direction would simply be a waste of time and money.

When I rendered my report at our annual convention held in Toledo, Ohio, last year in conjunction with the Ohio Grain Dealers Association, I advised that our membership at that time was 140, of which nine were still owing for dues for the fiscal year of 1926-27. During the past year we secured eight new members, of which C. A. Miller of Adrian secured one, Ed. Gleason of Emmett two, and your secretary five. We have lost five members who have gone out of business, six resigned and 14 were expelled by your Board of Directors for nonpayment of dues, leaving our membership as of July 1, 1928, 123.

As our only source of revenue to cover the operating expenses of our Association is the dues collected annually from our members, we should have a membership of at least 300, which at \$8 per year dues would give us sufficient funds to materially broaden our service and enable us to publish bulletins each month. This can be easily accomplished if every one of our present members will make up their mind to assist the new officers and directors elected at this convention during the next 12 months, by each securing two new members. The same thing applies to association work as it does to a private business, and that is, we must have sufficient capital with which to operate.

The report of the treasurer showed receipts of \$1,051.46 and disbursements of \$984.45, leaving a balance of \$67.01. The following committees were appointed:

Resolutions: L. E. Marshall, Lansing; C. A. Miller, Adrian; G. Marotzke, Sebawaing.

Nominations: L. E. Osmer, Lansing; H. R. White, Scotts; John Orr, Saginaw; E. Gleason, Emmett; R. Kent, Reed City.

Auditing: S. Downer, Saginaw; E. Maloney, Lansing; John McAllister, Bancroft.

On Thursday afternoon a trip was made to the Michigan Agricultural College in East Lansing. R. S. Shaw, president of the college, made an address outlining the history of the institution, and J. F. Cox, dean of the Department of Agriculture, then presided. "Michigan Wheat" was the first subject considered. Professor John W. Sims made some fertilizer recommendations, and G. M. Grantham, of the soils departments, spoke on "Lime for Sour Soils."

Thursday evening there was a banquet. The chairman of the Reception and Entertainment Com-

mittee was Lee Swift. The toastmaster was Edward Maloney, and the chief speaker of the evening was the attorney-general of Michigan, Wilbur M. Brucker, whose subject was "Our State Government."

On Friday morning there was an address by C. W. Otto, secretary of the Lansing Chamber of Commerce. The response was given by A. L. Reidel, Saginaw. The traffic counsel for the association, Mr. Tuttle, then reviewed the hay rate case. Fred Pond, secretary of the Buffalo Corn Exchange, recalled the standing invitation to hold a mid-summer meeting in Buffalo, with the Ohio and Indiana dealers. Chris G. Egly, Fort Wayne, Ind., spoke on behalf of the National Hay Association, as did also H. A. Dinius, Roanoke, Ind., president of the hay organization. F. J. Bradford, vice-president and sales manager of the Arcady Farms Milling Company, Chicago, Ill., spoke on the wholesale feed business.

The Friday afternoon session opened with a talk by C. Cannon, Federal grain supervisor at Toledo. W. H. Sturgis, Flint, introduced the topic of "The Germination Test of Field Seeds as a Basis for Purchasing." George Barker, Hillsdale, started the discussion on "Benefits of Agricultural Lime as a Soil Builder," and L. C. Marshall, Lansing, on "Grains as I See Them at Present."

The officers elected were: E. J. Maloney, Lansing; first vice-president, John Orr, Saginaw; second vice-president, Sam Kirby, Corunna; and secretary-treasurer, Tracy Hubbard. The new directors named by the Nominating Committee and elected by the meeting were Joseph Frutchy, Saginaw, H. R. White, Scotts; Bart Pomeroy, Middleton.

## CONVENTION CALENDAR

September 24-26.—Annual convention of the Grain Dealers National Association, at the Statler Hotel, Boston, Mass.

September 24-26.—Eleventh annual convention of the Terminal Grain Weighmasters National Association, Statler Hotel, Boston, Mass.

September 24-26.—Twenty-seventh annual convention of the Chief Grain Inspectors' National Association, Statler Hotel, Boston, Mass.

September 24-26.—Seventh annual convention United States Feed Distributors Association, Statler Hotel, Boston, Mass.

October (date not yet specified).—First annual convention Nebraska Grain Dealers Association.

October (date not yet specified).—Semi-annual meeting Ohio Grain Dealers Association, Columbus, Ohio.

October 30, 31, November 1.—Silver anniversary convention Nebraska Farmers Grain Dealers Association, Hotel Rome, Omaha, Neb.

## COLORADO DEALERS AT SIDNEY

On September 2, the Colorado and western Nebraska grain dealers held an outing at Sidney, Neb. The attendance was in the vicinity of 200 and Sunday morning was devoted to golf by most of those in attendance. The winners in the golf tournament included John W. Redick, Omaha, who had a low score in Class A of 76, Joe Hall, Akron, Colo., and James Trimble, Omaha, tied for second place with 82 each. Paul Reimers, Holyoke, won the Class B event, and George Rawson had second place with 94. Mr. Reimers' score was 92. Herman Reinan, Sidney, had highest score in the rifle shooting contest, with K. Mathewson, Gorden, in second place.

The main dining room of the Sidney Country Club was later used for dancing and entertainment in general and the occasion was one of much comment, all present having declared they had an exceedingly good time.

## NEW YORK DEALERS MEET

The twenty-third annual convention of the New York State Hay and Grain Dealers Association was held August 23 and 24, at Syracuse, N. Y. The first session was called to order at the Onondaga Hotel by Howard L. Cross, Fayetteville, N. Y., president. After the president's address, Richard F. Harrison, Syracuse, N. Y., spoke on "The Trend of Business and the Farmer." Harry Spillman, New York City, then addressed the meeting on "Adjusting Ourselves to the New Era in Business." He said, "Every man in business should make money. It is just as immoral to work for too little as to charge too much. Get a fair profit on every sale. I always figure that when I get something for nothing some other man must be getting nothing for something to make up the loss."

"Growing Alfalfa and Clover" was the subject of H. B. Hartwig, of Cornell University; and W. A. Stannard, secretary of the Eastern Federation of Feed Merchants, gave a report on grain and feed problems. Round table discussion took up most of the time during the second afternoon, and a banquet was held in the evening, the principal speakers being Harry Spillman and Hon. Sherman J. Lowell, Washington, D. C.



## FIELD SEEDS

## SWEDEN REGULATES TRADE IN SEEDS

The trade in seeds and seed grains in Sweden will be under new regulations after January 1, 1929. The law was recently passed by the Swedish parliament, and applies to seeds intended for sowing with the exception of forest seeds, seeds of plants for ornamental purposes only, straw seed and grain seed, and fixed standards of germination and purity.

Those who wish to send seed to Sweden may secure the details of the law from the Division of Foreign Tariffs, Department of Commerce, Washington, D. C.

ALFALFA SEED CERTIFICATION  
APPROVED

The present Alfalfa seed certification was approved by seed dealers and seed growers in attendance at the western states regional meeting of the Salt Lake City, Utah, on August 20 and 21, and it was recommended that it continue to be used. No change will be made in the red and blue tag grading of certified seed and only a slight change in the yellow tag. Under the new provision, any certified seed, including Grimm, Cossack or Hardigan, falling below 99 per cent pure is graded yellow tag, is sealed and carries the yellow tag which now will have in bold face type the words, Sample Grade Only. To be yellow tagged, the seed must show a purity of 96 per cent with an additional tolerance of 5 per cent Sweet Clover and have a germination of 95 per cent.

## CALIFORNIA SEED COUNCIL FORMED

Seedsmen who met at San Francisco, Calif., on August 15 to consider the formation of a California Seed Council were unanimously in favor of the venture and a committee was appointed to complete the organization. Those present represented the agricultural college, the seed regulatory work, official seed analysts, pure seed association, grain dealers and seed dealers. When the organization plan is completed, it will be presented to those companies and organizations which would be eligible for membership.

Through the council those interested in the seed business in California hold to create added interest in the research and extension work of the College of Agriculture and also in the seed testing and seed law enforcement work of the State Department of Agriculture.

WELL ESTABLISHED FIRM IN NEW  
QUARTERS

One day during the first half of this month was a day of celebration for the Ross Seed Company of Louisville, Ky., for on it they moved into their new quarters which, as may be seen from the ac-

ing been started in 1895 by William Ross, father of the present president of the firm. It was operated under his own name until 1900 when the firm name was changed to the Ross Seed Company. Nine years later, it was made a partnership and stayed as such until 1921 when it was incorporated. The present officers are: C. D. Ross, president; A. L. Ross, vice-president; George O. Pfeffer, secretary.

The company is both importer and exporter and engages principally in the jobbing of field and grass seeds and seed grains. It is a member of the Wholesale Grass Seed Dealers Association and the Southern Seedmen's Association. Members of the seed trade wish the Ross Seed Company prosperity in its new quarters.

ONLY ALFALFA SEED NOW COVERED  
BY FEDERAL VERIFIED-ORIGIN  
SERVICE

Changes in the seed origin-verification service of the Bureau of Agricultural Economics which limit the service to Alfalfa seed but which also extend the service so as to cover practically all commercially handled Alfalfa seed have been announced by the United States Department of Agriculture.

Practically all large Alfalfa seed handlers have voluntarily enrolled with the bureau as verified-origin Alfalfa seed dealers. Last year 17,000,000 pounds of Alfalfa seed were verified as to origin. During that period only a part of the Alfalfa seed handled commercially was covered by the service. It is expected that United States verified-origin seed certificates will be attached to more than 40,000,000 pounds of Alfalfa seed this year.

The first year's operation of the service, according to the bureau's seed marketing specialists, has demonstrated fully the effectiveness of the supervision by Federal agencies in giving adequate protection by the certificates issued, so that now most dealers and buyers of seed recognize the reliability of the service and its value to both producers and consumers of seed.

## RETAIL SEED SALES UP

During the spring selling season, retail sales of Sweet Clover, Alfalfa, Timothy, Redtop, Kentucky bluegrass, orchard grass, millet, sorghos, Sudan grass, cowpeas, seed corn and vegetable seeds showed increases over those of last year. On the other hand, decreases were shown in the sales of Red and Alsike clover. The information was obtained from about 2,800 seed dealers by the United States Bureau of Agricultural Economics.

Red Clover sales averaged 4 per cent smaller than last year. Eight states indicated larger and 17 smaller sales than a year ago.

Alsike Clover sales were 3 per cent smaller than those of last year. They were equal to or greater

reported increases in sales over those of last year.

Millet sales averaged about 1 per cent greater than last year. They increased in 13 states, decreased in 10, and were maintained at the same level as a year ago in five states.

Seed corn sales were larger in 16 states, smaller in 11, and showed an average increase of 5 per cent over the sales of the preceding year.

## SEED EXECUTIVE DIES

While attending a meeting of the Seed Certification Committee of the Farm Seed Association, A. J. Ogaard, executive secretary of the Farm Seed Association of North America, died at St. Marks Hospital in Salt Lake City, Utah, on August 27. Ery-



THE LATE A. J. OGAARD

sipelas, complicated by heart trouble, caused his death.

Mr. Ogaard had attended a meeting of the seedsmen in California where the California Seed Council was formed on August 15. He went directly to Salt Lake City, and it was apparent that he was not well. He attended the meeting of the committee and that evening took to bed. He grew worse and on August 27 passed away.

Mr. Ogaard, who was not married, is survived by his father, R. A. Ogaard of Donnybrook, N. D., where burial took place on September 1. He was born in Minnesota, but when a boy was taken by his family to North Dakota where he was raised. He attended the University of Minnesota, and the North Dakota Agricultural College, specializing in agronomy, graduating in 1913. From 1913 to 1918 he spent the winter months in Washington in the dry land office of the Department of Agriculture. During the summer of the first two years after graduation he had charge of dry land experiments of the United States Department of Agriculture at Williston, N. D., and later until 1918 he was superintendent of the Hettinger, N. D., experiment station. From 1918 to 1920 he was county agent at large in Montana. In 1921 he was selected extension agronomist of the Montana Extension Service, Bozeman, Mont., which office he held until January 1928 when he was chosen executive secretary of the Farm Seed Association of North America.

He has done much constructive work for the seed trade, and his death is a great loss to its members.

## NEW YORK SEED LAW IN EFFECT

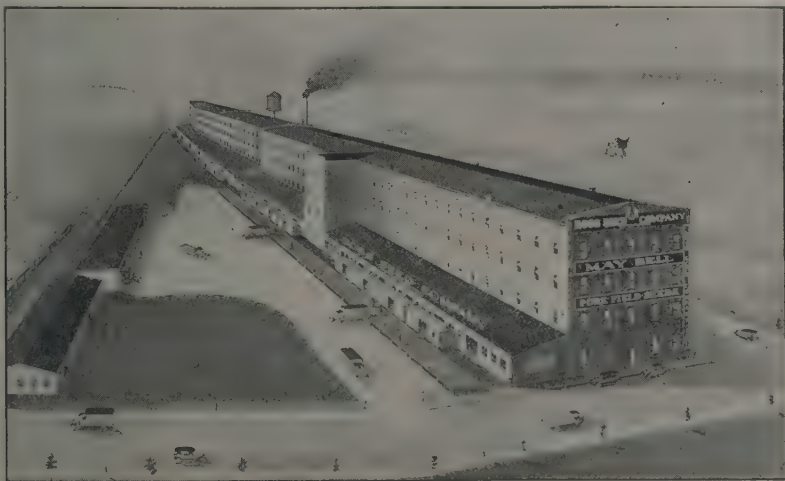
A new seed law went into effect in New York on September 1. A copy of Circular 356 containing the provisions of the new law may be secured from the Department of Agriculture and Markets, Albany, N. Y.

Under the new law, the following information must be given for agricultural seeds:

1. The commonly accepted name of such agricultural seeds.

2. The approximate percentage by weight of

(Continued on Page 172)



NEW PLANT OF THE ROSS SEED COMPANY, LOUISVILLE, KY.

companying illustration, is all that could be desired for the headquarters of a prosperous and progressive seed house. The seed company expects to equip the new plant with facilities for unloading and handling bulk grain of all kinds, and will enlarge the cleaning capacity of the mills. Through these improvements the handlers of the "Maybell Pure Field Seeds" will be able to give even better service to their patrons than they have in the past.

The Ross Seed Company is an old company, hav-

than those of last year in 10 states, but declines were registered in 14 states.

Sweet Clover sales averaged 2 per cent greater than a year ago and were equal to or above those of last year in the majority of states. Alfalfa sales were about 1 per cent above those of last year. Increases were recorded in 11 states. Timothy sales made an average increase of 2 per cent. Sales fell off in eight states. Redtop sales averaged about 3 per cent greater than last year. Sixteen states





## EASTERN

Delmer O. Smith, B. Brown and L. E. Woods have incorporated at Danville, Vt., as the Danville Grain Company. Its capital stock amounts to \$50,000.

The elevators and produce plant of the Benson Co-operative Grain & Coal Elevators near Penn Yan, N. Y., have been bought by the Prendergast Bros. of Hall, N. Y.

## OHIO AND MICHIGAN

A concrete elevator is being built at Melrose, Ohio, for Theo. Burt & Sons.

A manlift has been installed for the Michigan Bean Company of Alma, Mich.

The Rockafellow Grain Company of Middleton, Mich., has built new coal storage bins there.

The warehouse of the Dayton Grain & Feed Company of Dayton, Ohio, is to be enlarged with an \$18,000 addition.

A new elevator of 30,000 bushels' capacity of the Kawkawlin Bean & Grain Company at Kawkawlin, Mich., has been completed.

The Mortimer Elevator at Mortimer (Findlay p. o.), Ohio, is being operated by the McManess Milling & Grain Company.

To engage in the grain business the Boden Bros. have been incorporated at New Vienna, Ohio. George E. Boden, Orland G. Boden and A. Boden are interested.

The interest of A. C. Prouty in the Whiskey Grain & Feed Company at Hillsboro, Ohio, has been sold by him to Clifford H. Stevenson who will manage the feed department.

A 14,000-gallon molasses tank has been installed in front of the elevator of the Dewey Bros. at Leesburg, Ohio, to be used in its feed mixing. Other improvements are also being made to the elevator property.

The grain elevator at Casnovia, Mich., has been bought by the St. Louis Roller Mills Company of St. Louis, Mich. They will be operated as the O'Meilia Mills, Plant No. 2 with John A. Lemhuhle of St. Louis as manager. The elevator has been operated for more than 40 years by the Norris family.

## MINNESOTA AND WISCONSIN

The Luety Bros. of Beloit, Wis., have sold out to the Krause Bros.

The LaBudde Grain Company is building a grain elevator at Saukville, Wis.

Frank S. Kingsbury is manager now for the Farmers Elevator Company of Dovray, Minn.

The management of the New London Elevator at Russell, Minn., is in the hands of P. G. Melby.

The elevator and mill of W. J. Spray & Sons at Granton, Wis., have been sold to O. W. Trendall.

The elevator of the Rahr Company has been bought by the Maribel Grain Company of Maribel, Wis.

The brick warehouse at Duluth, Minn., has been leased from A. M. Sisler by A. F. Pelto, of Brule, Wis.

The Wilson, Wis., elevator and feed mill of Ivan Henninger have been bought by the O. & N. Lumber Company.

The Kimball Elevator Company has opened at 27 N. Second Street, Minneapolis, Minn., under the management of E. F. Griswold.

The new addition to the Elevator S at Duluth, Minn., has been completed. The entire capacity of the plant is now 3,000,000 bushels.

The 30,000-bushel elevator of the Utoft Grain Company at Tyler, Minn., has been completed. This replaces the plant which burned.

Niebuhr & Son of Fall Creek, Wis., are to dissolve after the property has been sold. This change followed the death of Mr. Niebuhr, Sr.

Operations have been resumed in the Minnesota Falls Elevator at Minnesota Falls (p. o. Granite Falls), Minn. H. J. Svien is proprietor of the elevator property.

A new grain storage is to be built at Minneapolis, Minn., for the Archer-Daniels-Midland Company, with capacity of 500,000 bushels. The new bins

will be in a separate unit to be built adjacent to the company's present elevator, and will give them total capacity of 5,000,000 bushels.

The Northland Elevator at Bronson, Minn., has been reopened with N. E. Johnson manager. The company handles grain, flour, feed, coal, etc.

The interest of L. J. Lange in the Lange & Hartzheim Elevator and feed and fuel business at Beaver Dam, Wis., has been bought by L. Hartzheim.

The Hollaway Market Company of Hollaway, Minn., has let the contract for a 35,000-bushel elevator. The foundation will be a reinforced concrete slab.

The capacity of the elevator of the Andrews Grain Company of Minneapolis, Minn., has been doubled by the erection of a 500,000-bushel addition to it.

A building permit for \$20,000 has been taken out by the Interior Malt & Grain Company of Minneapolis, Minn., to cover a six-story steel and brick malt kiln.

The North Dakota Wheat Growers Association has bought the Gee Grain Company's elevator in Minneapolis, Minn. G. E. Duis is president of the association.

The contract has been let by the Riels Company for the repair of its grain elevator and workhouse at Milwaukee, Wis. It was damaged by fire two months ago.

The Farmers Elevator at Hartland, Minn., has been sold at public auction to Ole Horpedahl, Hans Madson, P. N. Pederson, Albert Opsahl, Oscar Bartness, Iver Foley and P. G. Olson.

The Northern Pacific Elevator of the Hansen Barzen Milling Company at Red Lake Falls, Minn., has been bought by E. A. Caye of Detroit Lakes, who for the past four years has been employed by the Detroit Elevator Company. The elevator was operated by Mose Ducharme but has been closed since last March.

A 1,000,000-bushel elevator and mixing house of reinforced concrete construction are to be built at Minneapolis, Minn., for the Banner Grain Company. The main portion of the structure will be 100 feet high with tower holding the handling and cleaning machinery. Equipment will bring the total cost of the plant to \$125,000. There will be 16 large bins and some small bins making total of 42.

The grain elevators of the Spalding Elevator Company, which has headquarters at Warren, Minn., have been sold to the National Elevator Company of Minneapolis, a subsidiary of the Van Dusen-Harrington Company. The sale did not include the Warren elevator. The Spalding company was incorporated in 1905 and had a line of elevators located on the Soo Wheatline in Minnesota and North Dakota.

## INDIANA

L. L. Cook is succeeded by Arthur Doggett as manager of the Windfall Grain Company of Windfall, Ind.

The store of J. K. Starr at Tiosa, Ind., has been bought by Herbert Fry who operates an elevator.

Papers evidencing contemplated dissolution have been filed by the Harris Grain Company of Pendleton, Ind.

A new truck dump has been installed in the elevator of the Hinshaw Grain Company of Summitville, Ind.

A new storage shed has been built to the property of the Stiefel & Levy Elevator Company at Eaton, Ind.

The Sandusky Farmers Elevator Company of Greensburg, Ind., has filed papers evidencing final dissolution.

Fred L. Randleman succeeds W. O. Hardin as manager of the Levey Grain Company of Levey, p. o. Carlisle, Ind.

The Duffey Elevator at Morocco, Ind., has been taken over by the Farmers Elevator Company. It will conduct a general grain elevator business.

The old Elevator D, one of the units formerly owned by the American Hominy Company, Indianapolis, Ind., has been leased by the recently organized Berry Grain Company. Some alterations

are now under way and the house will be ready for operation shortly. The company is composed of Harry J. Berry, William A. Dorgan and George F. Off.

H. A. Reinhart & Co. have sold their property at Kentland, Ind., to C. W. Wharton. This is to be the new home of the Ainsworth Boone Company.

A truck dump with an extended track to supply sinks through two separate dump doors has been installed for the Montmorenci Elevator Company of Montmorenci, Ind.

The Eberts Grain Company has completed its new elevator at Scottsburg, Ind. It has capacity of 20,000 bushels and will be under the personal direction of E. C. Eberts, president.

W. E. Rich has bought the elevator at Russiaville, Ind., formerly owned by A. E. Betts & Co. The business will be conducted as the Russiaville Grain Company and will be controlled by E. A. Spray and W. E. Rich.

A general overhauling is to be given the plant of the Peru Grain & Coal Company at Peru, Ind., including the installation of a new dump, new grinder and rearrangement of the interior of the house. A chicken feed mill and mixer will be added later.

The Otterbein Elevator Company has been incorporated at Otterbein, Ind., capitalized at \$50,000. James T. Parlon, Caleb C. Parlon and Fred M. McClure are interested. The company has bought the Farmers Elevator "C" at Otterbein with capacity of 100,000 bushels. It has installed new truck scales and made several improvements. The firm will conduct a grain and coal business.

## WESTERN

Kirby & Stone have built a new elevator at Gillette, Wyo.

William and Sam Pipkin have built a 3,000-bushel elevator at Clovis, N. M.

Repairs have been made to the Montana Dakota Elevator at Wolf Point, Mont.

Frank Nelson has resigned as manager of the Montana Elevator of Winnett, Mont.

The Seattle Grain Company at its Ralston, Wash., branch has installed a new air lift.

Probably a grain elevator will be built at Menan, Idaho, for the Midland Elevator Company.

A 10,000-bushel elevator addition is being built to the elevator of W. E. Wibel at Ovid, Colo.

A dustless bean cleaner has been installed for the Greybull Elevator Company located at Greybull, Wyo.

V. Petersen and B. Dean have leased the Progressive Farmers Elevators at Plentywood and Midby, Mont.

The Perkins-Schoonover Grain Elevator at Harrington, Wash., will hereafter be operated by electricity.

A 10,000-bushel elevator is being built for the Arvada Milling Company of Arvada, Colo., adjacent to its mill.

C. A. Dow, Mrs. C. A. Dow and R. C. Miles have incorporated at Miles, Mont., as the Miles Elevator Company.

The grain elevator of the Globe Grain & Milling Company at Twin Falls, Idaho, has recently been completed.

A new dump has been installed in the elevator of the Denio-Barr Milling & Grain Company of Denver, Colo.

A new grain elevator has been installed at the warehouse of the McDonald Grain Company at Mabton, Wash.

The Manteca Seed & Grain Company at Manteca, Calif., has been bought by the Manteca Warehouse Company, Inc.

R. M. Cottier of Yoder has built a 6,500-bushel studded and ironclad elevator at Veteran, Wyo., and is operating as the Veteran Grain & Lumber Company.

Additional purchases of elevators at Vona and Flagler, Colo., have been made by the Snell Grain Company. The company has elevators also at Stratton and Arriba.

A new 20-horsepower gas engine will be installed, new grinding equipment, additional storage room



for handling grains and feeds are being provided for the Washakie Trading Company of Worland, Wyo.

A Strong-Scott Pneumatic Truck Lift has been installed by the Roundup Elevator Company of Delphia, Mont.

Electric power has been installed for the Occident Elevator Company of Broadview, Mont., for handling fall grain.

The gasoline engine in the elevator of the Deary Grain Company of Deary, Idaho, has been replaced with an electric motor.

The plant of the Larson Bros. Elevator Company at Whitetail, Mont., has been bought by the Northland Elevator Company.

Karl Hovland of Whitetail, Mont., has been appointed manager of the Farmers Co-operative Elevator at Hingham, Mont.

The Springfield Mill & Grain Company has bought the property of the Creswell Feed & Seed Company of Creswell, Ore.

A new elevator leg, hopper scale and motor have been installed in the elevator of the Western Warehouse Company at Weston, Ore.

Henry Shaw has bought the plant of the Montana Elevator Company at Martinsdale, Mont., of which he has been manager for some time.

A new steel boot tank, dump, and 10-ton Fairbanks Scale have been installed for the Occident Elevator Company at Wibaux, Mont.

The grain elevator at Hereford, Colo., has been bought by the Hereford Farms Company from the Colorado Milling & Elevator Company.

Kyle Jones has installed a Strong-Scott Truck Dump and new 20-horsepower Fairbanks Morse Engine, in the Bynum (Mont.) Elevator.

The Wark Milling Company of Cortez, Colo., is building a 5,000-bushel elevator adjoining its flour mill. It will be used for wheat storage.

A 400,000-bushel elevator is to be built for the Colorado Milling & Elevator Company as an addition to the Hungarian Flour Mills at Denver, Colo.

The elevator of the Washington Grain & Milling Company at Davenport, Wash., with capacity of 60,000 bushels has been completed at a cost of \$25,000.

A new grain elevator of 100,000 bushels' capacity has been completed at Waterville, Wash., by the Douglas Elevator Company. J. H. Stotts is manager.

An addition is being built to the warehouse of the Fred Schwab Commission Company at Coulee, Wash. This will facilitate the company's grain handling.

The Eden Elevator Company has built a new warehouse at Eden, Idaho, to be used for storing beans during the coming season. A cleaning plant is also being installed.

The Palmerton-Moore Warehouses at Oakesdale, Wash., and Flagg have been taken over by the McDonald Warehouse & Grain Company. H. E. Palmerton will be in charge.

Dissolution papers have been filed by the Keota Farmers Co-operative Elevator Company of Keota, Colo., and the business has been discontinued. The plant will be sold later on.

The new 85,000-bushel elevator of the Almira Farmers Warehouse Company at Govan, Wash., has been completed. It has 11-bins and is run by a 15-horsepower motor. The cost was \$21,000.

The Tornell-Larson Grain Company has assumed management of the Tawney grain and warehouse business at Ripon, Calif. The entire grain business of the section will be handled by one company.

The contract has been let by the Judith Milling Company for a 60,000-bushel addition to the storage capacity of the mill which it bought recently from the Montana Elevator Company at Lewistown, Mont.

A new elevator is to be built at Manhattan, Mont., for the Sawyers' Stores, Inc. The elevator will have capacity of 250,000 bushels; and the mill which is already erected and in operation has capacity of 100 barrels daily.

The elevator at Midvale, Idaho, which was operated by the Farmers Co-operative Warehouse Company has been leased by J. J. Marsh of Caldwell. Mr. Marsh will also take charge of the Home Lumber & Coal Company's office.

New quarters have been secured at Fort Morgan, Colo., for the Lieber Grain Company of Fort Morgan, Colo., which has heretofore been conducting its offices in the Morgan County Elevator. It will handle grain, beans, flour and feed.

The Whitewater Elevator Company has been formed at Whitewater, Mont., and a new 25,000-bushel elevator will be built there. The board of managers consists of George Green, C. M. Weise, Theodore Olson, B. E. Fjeldheim and L. J. Larson.

The warehouse of Joe Holcomb at Cambridge, Idaho, has been bought by the Weiser Grain &

Feed Company of Weiser, Idaho, of which Charles and Dewey Davisson are the owners. The business will be known as the Cambridge Grain & Seed Company.

The International Elevator Company is building a 20,000-bushel elevator at Ingomar, Mont. The old elevator is being wrecked to make room for it. A 100-bushel Fairbanks Hopper Scale, will be used for weighing out grain; a 10-ton dump scale for receiving.

Machinery for the handling of wheat in bulk has been installed in the warehouse of the Milwaukee Grain Elevator Company at Douglas, Wash. New equipment will provide facilities for loading out 1,400 bushels grain per hour. The warehouse capacity is 70,000 bushels.

#### THE DAKOTAS

Improvements are being made to the H. C. Wold Elevator at Cando, N. D.

The new elevator of Richard Eisle at Faulkton, S. D., has been completed.

The Farmers Elevator Company has leased the Empire Elevator at Bath, S. D.

A new elevator is being built at Sanborn, N. D., for the Andrews Grain Company.

Leo Brady has been made manager of the Farmers Union Elevator at Blaisdell, N. D.

The Cargill Elevator at Leeds, N. D., has been sold and M. J. Cullen will have charge.

The elevator of the Big Flat Grain Company at Charbonneau, N. D., has been repaired.

A new automatic dump has been installed by the Knox Elevator Company at Minnewaukan, N. D.

The Farmers Elevator Company of Finley, N. D., has built a new coal shed containing eight bins there.

Warren White is now manager of the Lemmon (S. D.) Equity Elevator Company, replacing T. H. Heath.

W. W. Whipple is now manager of the Cargill Elevator at Cooperstown, N. D., succeeding N. C. Baker.

A 300,000-bushel storage house is being built at Kadoka, S. D., for the Kadoka Equity Union Exchange.

A new elevator has been completed at Onida, S. D., for the Sully County Farmers Co-operative Company.

A branch office is being opened at Fargo, N. D., for the Nelson Grain Company located at Sioux City, Iowa.

William O'Laughlin is interested in the project of erecting a modern 30,000-bushel elevator at Faith, S. D.

The Independent Elevator at Williston, N. D., has been sold by Gerald Miles to the Big Flat Grain Company.

A coal storage shed of 300 tons' capacity is being built for the Farmers Elevator Company at Madison, S. D.

The Freda Grain Company is building a 20,000-bushel elevator at Freda, N. D. A coal shed is also to be built.

A 50-horsepower engine is to be installed to operate the feed mill of the Farmers Grain Company of Grandin, N. D.

W. F. Nolan has bought back the entire stock of the Black Hills Grain & Seed Company of Buffalo Gap, S. D., from E. C. Smoot.

The Dean Grain Company of Richmond (Aberdeen r. f. d.), S. D., has installed scale, grain dump, direct spout and new drop drive.

The elevator of the Northwest Seed Growers at Fairmount, N. D., is being repaired. Modern feed mill machinery is being installed.

The Farmers Elevator at Cresbard, S. D., has been leased to the South Dakota Wheat Growers Association. C. W. Croes is manager.

Construction contract has been let by the Powers Elevator Company for the erection of a 100,000-bushel elevator annex at Eckelson, N. D.

The Farmers Elevator Company of Stanley, N. D., has bought the elevator of the Nelson Elevator Company. The purchase price was \$20,000.

An office has been established at Huron, S. D., for the Archer-Daniels-Midland Company, grain dealers and linseed handlers of Minneapolis, Minn.

A new elevator with capacity of 60,000 bushels has been built at Galesburg, N. D., for the Galesburg Co-operative Elevator Company. J. M. Jensen is manager.

Eight line elevators are to be opened by the Math Barzen Company of Grand Forks, N. D. The elevators are located at Goodridge, Mavir, Silverton, Hazel, Wylie, Red Lake Falls, Oklee and Ogema.

The elevator of the Fleischmann Malting Company at Volin, S. D., has been bought by the Riley-Arneson Grain Company of Irene and Wakonda

and repairs are being made. The elevator has been closed for about two years. An electric motor has replaced the gasoline engine formerly in use.

Operations have been resumed by the Chamberlain Mill & Elevator Company of Chamberlain, S. D., and all modern machinery has been installed.

E. J. Hoel and John Tompt have bought the Davidson Grain Elevator at Dunn Center, N. D. It was operated for a number of years by Carol O. Larson.

Improvements are being made to the elevator of the Farmers Elevator Company at Bristol, S. D. Among them will be the erection of a new office building.

The Independent Elevator Company has been incorporated at Burnstad, N. D., capitalized at \$25,000. The incorporators are H. F. Peters, E. Peters and J. Flechtner.

The elevators of the Winfred Grain Company and the Madison Grain Company at Winfred, S. D., have been consolidated with G. W. Williams as manager of both elevators.

J. A. Frank has sold his elevator which he has operated at La Moure, N. D., for six years, to J. A. Schnooder of Mott. The new owner has taken possession of the building.

A direct heat drier has been installed at Parshall, N. D., for the Robideaux Grain Company. It is in a fireproof building of tile with steel sash fire doors and concrete roofs.

A new Fairbanks-Morse Y Engine has been installed for the Farmers Co-operative Elevator Company of Hamar, N. D., and an extra elevator leg and cleaner have been installed.

To conduct an elevator business, P. F. Rausch & Co., Inc., has been incorporated at Raleigh, N. D., capitalized at \$25,000. R. F. Rausch, Anna J. Rausch, E. H. Roche are interested.

The Reedy Grain Company at Esmond, S. D., has been bought by K. W. Storvick of Centerville, who has had it overhauled and put into operation under the management of Gus Hanson.

The line of elevators owned and operated by W. W. Lyner located at Heimdal, Manfred, McClusky, Mercer & Tuttle, N. D., has been bought by the Reebe Grain Company of Minneapolis.

The elevator at Hartford, S. D., has been bought by Fred Hollman who was formerly manager of the Farmers Elevator Company at Hooker, S. D. He is succeeded there by Chris Fletcher.

The entire stock issue of the Black Hills Grain & Seed Company at Buffalo Gap, S. D., has been bought by W. F. Nolan from E. C. Smoot. This includes the 12,000-bushel elevator, lumber and coal sheds on hand.

The Scrogg Grain Elevator at Marion, S. D., has been leased to the Western Terminal Elevator Company and John Balk has been placed in charge. The elevator has been closed for a couple of years but will be reopened by the new lessees.

#### IOWA

A coal conveyor has been installed for the Farmers Elevator Company of Scranton, Iowa.

New coal sheds are to be built at Livermore, Iowa, for the North Iowa Grain Company.

The Myer Elevator at McGregor, Iowa, has been bought by the Myers-Glad Grain Company.

A 20,000-bushel addition is to be built to the elevator of the Farmers Elevator Company at Odebolt, Iowa.

A truck dump and truck scale has been installed for the Farmers Co-operative society of Garner, Iowa.

A new coal shed and auto truck dump have been installed for the Farmers Industrial Union of Britt, Iowa.

The grain business and store of Dostal & Hrabak at Toledo, Iowa, have been bought by M. C. Rucker.

A new annex is to be built with capacity of 25,000 bushels at Royal, Iowa, for The Quaker Oats Company.

A new building for coal storage has been built at Radcliffe, Iowa, for the Farmers Elevator Company of Radcliffe.

A new elevator and mill are being built at Bryantsburg and Hazelton, Iowa, for the A. L. Patrick Company.

An addition has been built to the coal shed of the Gilmore Grain & Elevator Company of Gilmore City, Iowa.

The elevator of Marr & Young at Pierson, Iowa, has been bought by the Farmers Elevator Company. Possession was given September 1.

A new leg with new belt and cups, and also new spouting has been installed for the North Iowa Grain Company of Duncan (Britt p. o.), Iowa.

The elevator of the Gifford Grain Company at Mason City, Iowa, has been traded to Nye & Jenks for another elevator at Parkersburg. After a few



days the Nye-Jenks company sold the elevator to the Froning Grain & Coal Company of Allison. It will be used for storage purposes this year by this company.

The Wilson Grain Company of Terril, Iowa, has been taken over by the Farmers Co-operative Grain Company which now has three elevators at that station.

Extensive improvements are being made by the Joyce Grain & Coal Company of Fort Dodge, Iowa. A hammer feed mill with 50 horsepower motor has been installed.

The Bill's Feed & Milling Company, Inc., has been formed at Sioux City, Iowa, and will conduct the old Morningside Elevator and retail store at 2015 Lakeport Road.

The erection of 36 additional tanks to the Cedar Rapids, Iowa, property of The Quaker Oats Company has been started. This is part of its building program involving \$5,000,000.

A new office has been built and elevator repaired for the Hynes Elevator Company of Vincent, Iowa. Among the improvements are an auto truck dump and Fairbanks, Morse Auto Truck Scale.

A 10-ton truck scale and pneumatic truck and wagon dump have been installed for the Gifford Grain Company which succeeds the Parkersburg Grain and Fuel Company of Parkersburg, Iowa.

The Salix Grain & Coal Company of Salix, Iowa, has built a 25,000-bushel elevator. It is of reinforced concrete with waterproof pit, powered with electric motors and equipped with modern drive.

The elevator of the Pavik Grain Company at Hartley, Iowa, including feed business has been bought by the Hunting Elevator Company. Charles Pavik is now manager for the Farmers Grain Company at Wesley, Iowa.

The Dallas Center Grain & Coal Company has been formed at Dallas Center, Iowa, by Clyde E. and W. H. Brenton. The latter have operated for years there, as Dallas Center Grain Company, Brenton Bros. Grain Company, proprietors.

The Allison, Iowa, elevator of the Gifford Grain Company has been traded by him to Nye & Jenks for another elevator at Parkersburg. After a few days the Nye & Jenks company sold the property to the Froning Grain & Coal Company.

The machinery contract has been let to the Webster Manufacturing Company of Chicago by the Terminal Elevator Corporation of Sioux City, Iowa, for the 500,000-bushel addition to its elevator. The Jones-Hettelsater Construction Company is erecting the house.

The Ruthven (Iowa) Elevator of the Spencer Grain Company of Spencer, Iowa, has been sold to George A. French & Co. Mr. French has been manager of the elevator several years. The Spencer Grain Company's elevator at Webb, Iowa, has been sold to Charles Sargeant and J. P. Grieve of Webb. Mr. Grieve is in charge. The elevator at Langdon Iowa, owned by the Spencer Grain Company of Spencer, has been sold by it to F. C. Bitters of Langdon, who operates an elevator there.

## MISSOURI, KANSAS AND NEBRASKA

The elevator of Walrath & Sherwood, at Eli, Neb., has been repaired.

A new elevator has been built at Neodesha, Kan., for Horney & Horney.

The Farmers Elevator Company has been incorporated at Syracuse, Neb.

Albert Hierbeck has bought the D. C. Hinds Elevator at Spring Ranch, Neb.

A new bean elevator is to be built at Morrill, Neb., adjoining the Jirdon Elevator.

New coal bins have been built for the Farmers Elevator Company of Bellefont, Kan.

A grain elevator at Bayard, Neb., has been bought by the Bayard Grain Company.

A. R. Brittain has bought the elevator at Deepwater, Mo., and taken possession of it.

A grain elevator is being built at Gordon, Neb., for the W. T. Barstow Grain Company.

Elmer Service has resigned as manager of the Farmers Union Elevator at Wausa, Neb.

A new elevator will be built at Blue Hill, Neb., for the Farmers Grain & Stock Company.

W. C. Richardson has completed a new elevator with capacity of 7,000 bushels at Belmont, Kan.

The Webb Grain Company has taken over the elevator of the Colburn Bros. located at Groveland, Kan.

An elevator and coal business in East Lincoln, Neb., has been bought by C. L. E. Blauser, of Lincoln.

The Norfolk, Neb., office of the Nelson Grain Company of Sioux City has been closed down by that firm.

A site has been bought for the erection of a large elevator at Hutchinson, Kan., by C. D. Jennings, head of the C. D. Jennings Grain Company.

Definite decisions as to when the building will be started have not been made as yet.

The elevator building of J. E. Walkup and L. F. Fife at Armstrong, Mo., has been bought by F. L. Summers.

The Lebsack Elevator at Otis, Kan., has been bought by Otis Krebs, known as the Rusk County Wheat King.

The elevator of Edward Schuck of Harvard, Neb., at Inland, Neb., has been bought by Mr. Brooking of Hastings.

The elevator of Buck & Toole at Campbell, Mo., has been opened by the Stoddard Mill & Grain Company of Advance.

Ernest Moran is in charge of the elevator and lumber yard of the Farmers Lumber & Grain Company at Creston, Neb.

The plant of the Hynes Elevator Company at Fairmont, Neb., has been bought by the Farmers Co-operative association.

A building has been completed at Shelbyville, Mo., for the Farmers Elevator Company in which it will install a custom mill.

The elevator of C. M. Linn at Beaver City, Neb., has been bought and will be operated by the Edwards-Kelly Grain Company.

Carl Herman has bought the T. B. Hord Elevator at Madison, Neb. He will use the lumber to erect buildings on his farm.

The Richardson & Leap Grain & Oil Company of Furley, Kan., has taken on coal as a sideline. Coal bins, three in number, 16x18 feet, have been built.

Hubert Roach and F. L. Ferguson have incorporated at Oak Grove, Mo., as the Oak Grove Grain Company and will conduct a grain business there.

The elevator of the Omaha Elevator Company at Ord, Neb., has been bought by McBeth & Son. New machinery will be installed and the plant reopened.

The contract has been let by the Blair Elevator Corporation of Atchison, Kan., for the erection of a new two-story brick warehouse adjoining its feed mill.

The elevator property of the Fenske Bros. at Sunol, Neb., has been bought by J. S. Evans. He now operates as the Sunol Lumber & Grain Company.

Two elevators at Funk, Neb., have been bought by O. J. Van Cleave, manager of the Wilcox Grain Company. He will continue to operate the Wilcox Elevator.

The Long Island Grain Company will operate the West Elevator of the Thomas Grain Company at Long Island, Kan., under lease. C. H. Starr will continue as manager.

The Moundridge Milling Company of Moundridge, Kan., has let the contract for four tanks with total capacity of 104,500 bushels. Work will be complete in October.

The elevator of J. E. Deck & Son at Wyaconda, Mo., has been bought by Irvin Bertram who was in the grain business with the late J. E. Deck and before that with H. E. Sherwood.

The elevator of the Farmers Union Co-operative Association, McCool Junction, Neb., has been repaired and a new scale installed. A new office has been built in connection with the elevator.

The elevator at Sylvia, Kan., which was formerly part of the Sylvia Milling Company has been bought by the Consolidated Flour Mills Company. The elevator has capacity of 35,000 bushels.

The elevator of the Guihen Grain & Coal Company at Rushville, Neb., has been completely overhauled and the capacity practically doubled. The company will handle coal and grain with improved facilities.

New machinery is to be installed for the Ponton Grain Company of Simpson, Kan., after the new wheat crop has moved. The equipment includes a new leg, motor and combined grain cleaner and dust collector.

An air pressure dump for wagons and heavy trucks has been installed for the Riverton (Neb.) Elevator, owned by S. S. Crilly. He will install a large electric motor to replace the 10-horsepower Fairbanks engine now in use.

A number of improvements have been made by the Asherville Grain Company of Asherville, Kan. The equipment includes a grain cleaner, and dust collector, four-bushel automatic scale and 20-horsepower Fairbanks Morse Engine.

Another large terminal elevator in East Hutchinson, Kan., is to be built for the recently organized Grain Belt Elevator Company. Members of two grain firms are interested in the company, L. H. Pettit and Joseph Koelsch of the Pettit Grain Company, and G. D. Estes and Arlie Estes of the Midwest Grain Company. Its capital stock is \$100,000. The headhouse of the new elevator will have capacity of 104,000 bushels.

The Western Terminal Elevator Company recently completed a 250,000-bushel elevator at Hutchinson, Kan. Almost before this was ready

the contract was given for the erection of an addition of 300,000 bushels' capacity. The Jones-Hettelsater Construction Company has the contract. The headhouse of the plant can accommodate another 500,000 bushels.

Arrangements have been concluded by the Wall-Rogalsky Milling Company, McPherson, Kan., for an addition of 150,000 bushels. E. A. Wall is manager. The addition will consist of eight round tanks and four interstice bins. Construction will begin some time this fall.

The Chicago, Burlington & Quincy Railroad has bought the 1,400,000-bushel elevator at St. Louis, Mo., of the Marshall Hall Grain Corporation of which W. T. Brooking is president. It is said that the railroad bought the elevator and the tract of land adjoining with the intention of building a number of large elevators for storage and barge loading. The Marshall Hall firm will lease it.

## SOUTHERN AND SOUTHWESTERN

The Afton (Okla.) Mill & Elevator Company has added a 20,000-bushel addition.

A new grain elevator and mixed feed mill are under construction at Cordele, Ga.

New coal bins have been built at Freedom, Okla., for the Farmers Co-operative Trading Company.

A new elevator has been completed at Anton, Texas, for the West Grain Company of Lubbock.

A 100,000-bushel elevator is to be built in the near future for the Okeene Milling Company at Okeene, Okla.

The headquarters of the Isbell Grain Company have been moved from Fort Worth, Texas, to Amarillo, Texas.

Operations have been started in the 40,000-bushel elevator of R. L. Porter at Spearman, Okla. O. B. Lawrence is manager.

The elevator at Bison, Okla., formerly operated by W. B. Johnston has been leased by the Star Mill & Elevator Company of Hennessy.

The interest of Keller Greene in Greene & Duff at Mt. Sterling, Ky., has been bought by T. N. Duff who will operate as the Duff Grain Company.

The Farmers Co-operative Elevator Company of Wakita, Okla., will increase its elevating and car-loading capacity and perhaps its storage capacity.

The Commerce Elevator of E. D. Morris at Gate, Okla., has been bought by the Wichita Mill & Elevator Company and O. C. Usher will be in charge.

An elevator is to be built at Kildare, Okla., for the Farmers Elevator & Supply Company of Newkirk, Okla. S. K. Sherrod is secretary of the firm.

The Farmers Elevator Association has been incorporated at Canton, Okla., by Charles Mullen, B. B. Willis and P. Willis. The capital stock is \$10,000.

Larger quarters are now occupied in the Guardian Building, Cleveland, Tenn., by the A. M. Tousley Company, brokers and jobbers of flour, feed and grain.

The building of the Pennington Grocery Company at Pauls Valley, Okla., has been bought by the Pauls Valley Grain & Seed Company and is now occupied by it.

The Dorsey Grain Company has completed the elevator at Weatherford, Texas. Both elevator and feed mixing plant are equipped with modern machinery.

A one-story 75x200 foot and two-story 45x75 foot addition will be erected for J. A. Saint of Saint & Co., Inc., Houston, Texas, on its property for grain storage and distribution.

Julian Barrett is now with the Wilkins Grain Company of Fort Worth, Texas. Mr. Barrett was until recently with his father, who is manager of the Pampa Grain Company of Pampa, Texas.

A large warehouse recently rebuilt at Tuscaloosa, Ala., by the Tuscaloosa Lumber Company, has been leased by A. J. Reed of Demopolis. Mr. Reed will conduct a wholesale feed business there.

The interest of W. H. Brook & Co., in the Martin-Hodgkin Company of Lexington, Ky., has been bought by G. M. Richards and E. G. Garrett. W. H. Brook & Co. will continue to operate the feed business of the old firm.

The Farmers Warehouse Company has erected a new warehouse at Manchester, Tenn., which will be operated by the firm in handling feed, grain, seed and fertilizer. The officers are: J. T. Tillman, president; P. A. Stiver, secretary.

The Louisville (Ky.) Hay & Grain Company, which suffered the loss of their property by fire has rebuilt the warehouse. The company has completed and started operations of a big silo tank type of coal handling plant with capacity of 40 cars coal.

The Dobson-Hicks Company of Nashville, Tenn., has bought the business of the S. M. Fleming Company of Franklin, Tenn. The Franklin company was established in 1908 and has since then been active in the grain business of the South. The



Dobson-Hicks Company was formed in 1926 and a year later bought out L. H. Hancock & Son. Allen Dobson is president. The S. M. Fleming Company will be operated under the same name as a subsidiary of the Dobson-Hicks Company.

A 20,000-bushel ironclad elevator is being erected at Lariat, Texas, for the Muleshoe Elevator Company. It includes an eight-bushel automatic scale, truck dump, two Fairbanks-Morse enclosed motors, 10 and 2-horsepower and a 10-ton Fairbanks Truck Scale.

#### ILLINOIS

The Trivoli Co-operative Company has installed new scales at Trivoli, Ill.

The elevator of Henry Linder & Sons at Ancona, Ill., has been rebuilt.

The Phelps Grain Company of Brocton, Ill., has erected a 76-foot coal handling plant.

Galvanized iron roofing has been put on the elevator of Roy Norman at Normandy, Ill.

An auto truck scale has been installed for the Bethany Grain Company of Bethany, Ill.

A 10-ton scale has been installed for the Wrigley Grain & Lumber Company of Toulon, Ill.

The elevator of Roberts & Gullett at Roberts, Ill., has been bought by D. W. Jones of Kankakee.

D. M. Carson has sold his grain elevator at Clarence, Ill., to the Frederick Grain Company.

The Belt Elevator Company of East St. Louis, Ill., has been dissolved and the charter surrendered.

The Farmers Grain Company of Covell, Ill., has installed a 10-ton truck scale. W. J. Dixon is manager.

Charles Moor is succeeded as manager of the Manlius Grain & Coal Company at Manlius, Ill., by Roy Allen.

A new office has been built for the Weedman (Ill.) Grain & Coal Company. E. J. Steele is manager.

The Phelps Grain Company of Brocton, Ill., has installed at 20,000-bushel dump scale and lift in its elevator.

The elevator and coal shed of Harold Johnson at Edelstein, Ill., have been bought by Bert Potter and Boyd Webber.

An office has been completed at Viola, Ill., for the Farmers Grain & Supply Company. J. F. Fritch is manager.

An addition has been built to the coal shed of the Gilmore Grain & Elevator Company of Gilmore City (Wilmore p. o.), Ill.

A new coal storage plant is being built consisting of four bins for the Farmers Elevator Company of Ransom, Ill.

The Farmers Grain & Coal Company of Shirley, Ill., has installed a modern dump and a new driveway is being built.

O. D. Edwards has resigned as manager of the Monica Elevator Company of Monica, Ill., and is succeeded by J. L. Calhoun.

The Pesotum Elevator Company of Pesotum, Ill., is building a new coal shed. A conveyor will be installed for unloading coal.

The 200,000-bushel elevator of Eckert, Ray & Bader at Mendota, Ill., has been remodeled. A new auto truck dump has been ordered.

The Farmers Elevator at St. David, Ill., has been bought by John Raker, operating as the Bryant Elevator Company at Bryant, Ill.

A new 30,000-bushel grain elevator has been completed at Bongard (Villa Grove p. o.), Ill., for the Bongard Grain & Coal Company.

New coal handling machinery has been installed and repairs made to the coal pocket for the Hinckley Grain Company of Hinckley, Ill.

The Farmers Grain Company at Thawville, Ill., decided not to build and has bought the plant of the West Bros. Grain Company there.

The Junction (Ill.) Elevator of the Junction Grain Company has been leased by McFadden & Sons. John Harms will be in charge.

D. M. Carson has sold the grain elevator at Gibson City, Ill., which he has operated for more than 30 years, to the Frederick Grain Company.

The elevator of W. D. O'Neil at Tomlinson Siding, p. o. Rantoul, Ill., has been remodeled and equipped with a 2,000-bushel automatic scale.

The Savoy Grain & Coal Company of Savoy, Ill., is erecting a concrete elevator with capacity of 65,000 bushels. It will be electrically operated.

A new coal shed has been built for the Farmers Co-operative Association at Varna, Ill. The association's elevator at Custer has also been repaired.

The elevator of the Atkinson Farmers Grain Company at Atkinson, Ill., has been bought by the Federal Grain Elevator Company of Chicago, Ill.

The Turpin Elevator at Turpin Station, near Decatur, Ill., which has been operated by Mrs. Turpin since the death of her husband, is to be equipped

with electric motors at the close of the harvest season. It was formerly operated by gasoline.

The Broughton (Ill.) Co-operative Mill & Elevator Company which has been dissolved has sold its elevator to J. W. Epperson & Sons of McLeansboro, Ill.

The holdings of the Valley Grain Company at Mahomet, Ill., have been bought by the Mahomet Grain Company and possession will be given October 1.

The plant of the Farmers Elevator Company at Mineral, Ill., has been bought at auction by the Federal Elevators Company of Peoria. Fred C. Brown is in charge.

An addition is being built to the elevator of the Farmers Grain Company at Seaton, Ill. The new addition will be 20x36 feet and equipped with a Gruendler Hammer Mill.

W. H. McDonald is manager of the elevators of the Rosenbaum Bros. of Chicago, Ill. He is in charge of the Belt Elevator, National Elevator and three Calumet Elevators.

A half interest in the Atwater & Hockman Elevator at Adrian, Ill., has been bought by L. H. Hockman who already owned a half interest. He is now sole owner and manager.

An elevator at Sabina (Monarch p. o.), Ill., has been bought by Everett E. Hamman who recently sold his grain elevators at Gibson City and Derby to George Tjardis of Saunemin.

An addition has been built to the elevator of H. W. Newland of Tennessee, Ill. The building is ironclad. A new scale of 60 tons' capacity has been installed. A hammer or attrition mill is to be bought later on.

The Arcola Farmers Elevator Company has bought the Arcola Van Elevator at Arcola, Ill. W. H. Smith was owner of the property for the past eight months.

Hugh Hamilton has been made manager of the Griswold Farmers Grain Company at Griswold (Cullom p. o.), Ill., succeeding Paul Rittenhouse. Mr. Rittenhouse is now in the grain business for himself at Long Point, Ill.

Sim Fernandes and J. J. Murphy of Springfield, Ill., have bought the Farmers Grain Company's elevator at Farmersville, Ill., which has for a num-

ber of years been operated by the farmers of that locality. The firm will operate as the Fernandes Grain Company with J. J. Murphy as manager.

A chain of seven farmers elevators in Illinois has been leased by the General Storage Company, an Ohio corporation. The elevators are at Mortimer, Metcalf, Gordon, Carnes, Dillon, Cherry Point and Melwood.

The new elevator of the Kerrick Grain Company at Kerrick (Normal p. o.), Ill., has been completed. The old elevator has been sold and is to be wrecked. The equipment includes two 7½ horsepower motors, modern truck dump, 2,200-bushel per hour automatic scale and 10-ton truck scale. The new elevator has a capacity of 22,000 bushels.

#### CANADA

The Seare Grain Company is building a new elevator at Parkside, Sask.

A new elevator is being built at Davidson, Sask., for the Central Grain Company.

A grain elevator is being built at Gray, Sask., for the Federal Grain Company.

A new elevator is being built at Champion, Alta., for the Pioneer Grain Company.

W. A. Anderson of the North Star Grain Company, Ltd., Winnipeg, has bought the elevator property of the Union Terminal Ltd., Port Arthur, Ont.

Tenders are to be called on October 1 for the \$4,000,000 grain elevator at Prescott, Ont. Trade Commissioner Walter J. Donnelly will handle the proffered bids.

The Alberta Wheat Pool Terminal Elevator at Vancouver, B. C., is to be opened in September. The pool now has three elevators on the coast with capacity of 5,600,000 bushels.

The Collingwood Terminals, Ltd., through H. I. Price and Thomas Foran have deposited with the corporation, the required guarantee for the erection of the 2,000,000-bushel elevator at Collingwood, Ont.

The contract for a 60,000-bushel elevator has been let by the Soubrey Grain Company of St. Boniface, Man. The elevator capacity of the three legs is 9,000 bushels per hour. There are also a Fairbanks 10-ton, 16-foot scale, cleaner, hopper scale.

## FIRES-CASUALTIES

Sycamore, Ill.—Lightning slightly damaged the elevator of Howard Craner on July 21.

Timewell, Ill.—The storage bins at the Farmers Elevator burst and the grain spilled out.

Plainfield, Iowa.—Lightning slightly damaged the plant of J. Roach Sons on August 20.

Wayne, Kan.—The elevator of J. B. Sherwood was slightly damaged by lightning on August 6.

Kewanee, Mo.—Fire destroyed the elevator of A. B. Hunter, Sr., which was empty at the time.

Kingston, N. Y.—Fire of unknown origin damaged the plant of Leon Blankenfield on August 20.

Scio, Ore.—The mill and elevator here burned on August 30. The loss was \$50,000 and insurance \$30,000.

Brinsmade, N. D.—The elevator of Ira Bingaman was destroyed by fire of undetermined cause on August 8.

Groton, S. D.—Lightning slightly damaged the elevator of the Eagle Roller Mill Company on August 22.

Colby, Kan.—Fire destroyed the contents and building of the Harris Elevator Company with 5,500 bushels grain.

Wilcox, Sask.—The double elevator of the Munro-Fowler Elevator Company burned on August 24 with a \$50,000 loss.

Mattoon, Ill.—The plant of the Big Four Elevator Company was totally destroyed by fire of unknown origin on August 31.

Ellensburg, Wash.—Fire of unknown origin destroyed the plant of the Milwaukee Grain Elevator Company on August 11.

Ney, Ohio.—Fire of unknown origin severely damaged the plant of the Ney Co-operative Grain Company on August 16.

Farnsworth, Texas.—Fire of undetermined cause totally destroyed the plant of the Sharon Grain Company on August 23.

Maey's Station, near Waterloo, Ill.—Fire destroyed the old wooden elevator of the Nanson Commission Company on September 7. The con-

tents including 1,000 bushels wheat, 500 bushels corn, 300 bushels oats and 700 bushels coal were destroyed.

Hickson, N. D.—The gasoline storage house of the Equity Elevator & Trading Company was destroyed by fire of unknown origin on August 10.

Hillsboro, N. D.—The plant of the Equity Elevator & Trading Company was slightly damaged by fire of unknown origin on August 22.

Ft. Worth, Texas.—The plant of the Scott Bros. Grain & Fuel Company was damaged by fire on August 20. The fire was of unknown origin.

Argos, Ind.—Fire destroyed on August 22 the Lake Erie Elevator with a loss of from \$18,000 to \$20,000. The elevator was owned by W. A. Melroy.

Allerton, Ill.—Fire damaged slightly the engine room at the Eaton Elevator. The elevator containing more than 10,000 bushels grain was not damaged.

Chestnut, Ill.—Fire destroyed the Norris Grain Elevator on August 11. Approximately 6,000 bushels grain were destroyed. The fire was of unknown origin.

Arkansas City, Kan.—The plant of the Arkansas City Farmers Union Co-operative Association was slightly damaged by fire of unknown origin on August 16.

Connell, Wash.—The grain warehouse of W. O. Marshall, containing 100,000 bushels wheat, was destroyed by fire of unknown origin with a loss of over \$100,000.

Lykens (Bloomville p. o.), Ohio.—Fire of unknown origin destroyed the Lykens Grain Elevator with a \$25,000 loss. The contents, including 400 bushels wheat and 1,000 bushels oats, were destroyed.

St. Louis, Mo.—The old Rogers Elevator, formerly operated by the Langenburg Bros. Grain Company, which was partly destroyed by a cyclone some time ago, caught fire on September 1 and was destroyed.

St. Louis, Mo.—The old Rogers Elevator which had a capacity of 500,000 bushels was destroyed by



fire. The plant had been idle since last September when it was seriously damaged by a tornado. The cause of the fire is unknown.

**Teheran, Ill.**—The Farmers Elevator here with 20,000 bushels grain burned on August 10. The loss on building was \$5,000; on the grain, \$25,000. It was covered by insurance.

**Beatrice, Neb.**—The Farmers Co-operative Elevator Company's property was damaged by fire on August 18. A hot bearing on the electric motor in the elevator caused the fire.

**Heimdal, N. D.**—Fire destroyed the elevator owned and operated by the Equity Farmers Elevator Company. The directors have let the con-

tract for the erection of a 35,000 bushel elevator to replace it.

**Belmont, Ont.**—The elevator and warehouses of the Elgin-Middlesex Farmers, Ltd., and the warehouse of W. A. Barons were destroyed by fire on August 20 with a \$25,000 loss.

**Parshall, N. D.**—Fire destroyed the elevator of the Robideaux Grain Company on September 9. The loss was partly covered by insurance. It was built last year at a cost of \$20,000.

**Mattoon, Ill.**—Fire destroyed the Ashbrook Feed Mill and Elevator owned by the Big Four Elevator Company on August 31. The insurance carried was \$50,000 on plant and \$30,000 on stock.

one of the oldest members of the Milwaukee Chamber of Commerce and was formerly a member of the grain firm of A. K. Shepard & Co.

**SIMMONS.**—B. L. Simmons died recently aged 65 years. He was at one time secretary and treasurer for Nye-Jenks & Co., and was a prominent grain trader at Minneapolis.

**SMALLEY.**—Walter J. Smalley died from a long illness at his home near Ransom, Ill. He was a director of the Farmers Elevator at Ransom.

**SMITH.**—Orren G. Smith died at Sheldon, Ill., on August 5. He was for years in the grain business in that vicinity.

**SQUIRES.**—George E. Squires died recently. He was formerly chief deputy grain inspector for Minnesota. He died at Fort Worth, Texas.

**STERLING.**—Thad Sterling of Lebanon, Ore., died after long illness. He had been active in the grain business until recently, when he sold out.

**STRINGER.**—Nelson Stringer, well known seed dealer, died at Chatham, Ont., aged 76 years. He was formerly a member of the firm of Tighe & Stringer, also Stringer & Colby at Pottsville, Mich.

**THIERWECHTER.**—Emery W. Thierwechter died at his home in Oak Harbor, Ohio. He was one of the oldest grain dealers in the state. Further details elsewhere.

**THOMPSON.**—W. B. Thompson, president of the Board of Commissioners of the Port of New Orleans from December 1916 to September 1919 and one of the foremost citizens of New Orleans in the work of port development, died from heart trouble on August 11.

**VAN DER BERG.**—O. E. Van Der Berg died on July 27 at Cherokee, Iowa. He was formerly manager of the Orange City (Iowa) Farmers Elevator Company.

**WAGNER.**—William G. Wagner died at Westport, Conn. He was for more than 45 years a member of the Produce Exchange of New York, N. Y. His widow, three sons and two daughters survive him.

## OBITUARY

**CARMICHAEL.**—Thomas L. Carmichael died suddenly aged 63 years. He was president of the Goodall Seed Company of Toronto, Ont., Canada.

**CHAMBERS.**—C. C. Chambers died from a long illness. He was formerly president of the St. Paul Grain Exchange and at the time of his death was secretary of the exchange. He had been in the grain and feed business in St. Paul for a number of years.

**COX.**—John D. Cox, suffering from cancer, committed suicide. He was a retired grain dealer and had for years been in business at East Lynn, Ill.

**CODERRE.**—Fred Coderre, member of the Board of Directors and a stockholder of the Farmers Elevator Company, Danforth, Ill., died recently.

**CURRY.**—W. S. Curry died at Arapahoe, Neb. He was manager of the Farmers Co-operative Association.

**DAUGHERTY.**—William Daugherty died aged 79 years at Gladstone, Ill. He was owner of the grain elevator there.

**DOYLE.**—James Arthur Doyle died on August 15 from heart trouble at Chicago, Ill. He was a former member of the Board of Trade and of Doyle Bros. The firm formerly handled grain and hay but lately had confined itself to hay. Bill Doyle will continue the business.

**FISKE.**—Harry E. Fiske died on August 21. He was vice-president and treasurer of the Fiske Seed Company of Boston, Mass. He lived at Brookline, Mass., and had been ill for three years. He was manager for W. W. Rawson & Co., and member of Fottler, Fiske & Rawson, which he took over in forming the Fiske Seed Company.

**GOODWIN.**—John B. Goodwin died from a paralytic stroke. He was formerly manager of the Angus (Minn.) Farmers Elevator Company.

**HURL.**—David P. Hurd died from a long illness. He was a grain dealer of Walton, Ind.

**HUMBURG.**—Frederick C. Humburg died from an automobile accident recently. He bought the lumber and grain business of Mr. George at Bison, Kan., in 1897 and since then operated as the Humburg Lumber, Grain & Supply Company.

**KING.**—Charles A. King, at the age of 83 years, died at New York, N. Y. He had been a member of the Produce Exchange for years and was a member of the Board of Managers in 1885.

**KNEELAND.**—Henry T. Kneeland, Jr., died after a long illness. He was for years a member of the Buffalo, N. Y., grain trade and for a number of years was manager for the Electric Elevator Company. His widow survives him.

**KNOVESHAW.**—Henry Knoveshaw died recently at Maysville, Ky. He was connected with J. C. Everett & Co.

**LAMBERT.**—E. J. Lambert died on July 30 from cancer. He was president of the Coats (Kan.) Grain & Coal Company.

**LENOX.**—O. P. Lenox died on August 27 at Richwood, Ohio. He was a well known grain man having started in the grain business in 1884 and continuing there until 1913 when he retired.

**LIEB.**—Charles Lieb, formerly engaged in the seed and grain business at Rockport, Ind., died at his home in that city on September 1 at the age of 76 years. He represented the First Congressional District in Congress for two terms.

**M'CULLOUGH.**—George McCullough, manager of the retail department of J. M. McCullough's Sons Company, Cincinnati, Ohio, died on August 4.

**NEWMAN.**—Emil Newman of E. Newman & Co., grain brokers of Chicago, Ill., died in August. He had been operated on and never recovered from that.

**NIEBUHR.**—Mr. Niebuhr, Sr., died at Fall Creek,

Wis. He was principal owner of Niebuhr & Son, operating a grain and sideline business there for a number of years.

**NOROOM.**—Philip D. Noroom died at San Fernando, Calif., on August 10. He retired from the Chicago Board of Trade 10 years ago.

**PIPPIT.**—Clyde Pippitt died from heart disease at Hoskins, Neb. He was owner of a feed store there.

**RASMUSSEN.**—Halvor Rasmussen died after four year's illness at Moorhead, Minn., where he had for years been in the grain business.

**SALZER.**—John P. Salzer died on August 23, aged 66 years, at La Crosse, Wis. He was former president of the John A. Salzer Seed Company.

**SHEPARD.**—George W. Shepard died on September 7 at Milwaukee, Wis., aged 85 years. He was

## HAY, STRAW AND FEED

A feed store has been opened at Hart, Mich., for Earl Shaw.

A feed store has been opened at Barron, Wis., for E. H. Sather.

Floyd Hull is manager of the feed and produce store at Lynch, Neb.

The Nelson & Bollen Feed Store was recently opened at Cambridge, Ill.

V. L. Horton of Tolona, Ill., has installed a hammer mill in his elevator.

A feed store has been opened at Hollis, Okla., for W. R. Prather & Son.

A feed mill is being installed for the Farmers Grain Company of Seaton, Ill.

The feed store at Rainier, Ore., has been bought from B. J. Neal by A. O. Wing.

A feed store has been opened at Beebe, Ark., by R. T. Westbrook and J. R. Linder.

A feed mill is to be installed in the elevator of J. S. Emerson at Mapleton, Minn.

The feed store of H. R. Hall at Centralia, Ill., has been sold to the Pfeffer Bros.

A feed mill may be installed for the Farmers Elevator Company of Elmore, Minn.

The Farmers Elevator Company of Doniphan, Neb., has installed a hammer mill.

The Mayer Grain Company of Denver, Ind., has installed a feed mixer in its elevator.

Equipment for a feed plant is being installed for the Urschel Bros. at Tippecanoe, Ind.

Mixing machinery has been installed by Walde-schmidt & Schneider of Metamora, Ill.

Bruce Van Gorden has bought the elevator of Edward Stiles & Co. at Taylor, Wis.

A retail feed and seed store has been opened at Eaton, Ohio, for the Eikenberry Bros.

O. W. Hallstrom of North Henderson, Ill., has installed an electric feed grinder there.

An attrition mill has been installed in the elevator of Belden & Co. at Charlotte, Mich.

A feed warehouse is being built at Hubbleton, Wis., for Hoag & Braun of Helenville, Wis.

Crabbs-Reynolds-Taylor Company has installed a feed mixing department at LaFayette, Ind.

Capitalized at \$30,000, a feed, fuel and hardware business has been incorporated at Alpine, Texas. J. W. Howell and J. A. Coon are the principal stock-

holders. Leo T. Howell will manage the feed department of the new firm.

Additional feed storage is to be built for the Farmers Grain Company of Moorland, Iowa.

A new feed warehouse has been built for the Denver Co-operative Company of Denver, Ill.

The Farmers Co-operative Elevator Company of Appleton, Minn., has added a feed warehouse.

A batch mixer for feeds is to be installed for the Farmers Grain Company of Edmond, Okla.

R. H. Cameron is now a distributor for the International Sugar Feed Company of Fond du Lac, Wis.

A six-ton batch mixer has been installed for the Keegan Bros., feed dealers of Richland Center, Wis.

Additional feed grinding machinery has been installed for the McKee Grain Company of Muscatine, Iowa.

The feed storage and mixing facilities of the Dewey Bros. Company at Leesburg, Ohio, has been increased.

The Knox Feed & Seed Shop, Mount Vernon, Ohio, has been bought by D. W. Kaiser from John Dennis.

A feed store has been opened at Delanson, N. Y., for the Babcock Bros. They were for years shippers of hay.

A feed mill for custom grinding is being installed for the Northwest Seed Growers of Fairmount, N. D.

Storage space for flour and feed has been provided by Arends & Glabe of Melvin, Ill., in its new office building.

Feed storage space and grinder have been installed for the Pryor Lumber & Grain Company of Pryor, Okla.

The Wenatchee Fuel & Feed Company at Wenatchee, Wash., has been sold by Harry L. Crutcher, to U. G. Pogue.

A feed grinder, mixer and bean cleaner, have been installed for the Farmers Elevator Company at Chesaning, Mich.

A hammer mill and electric motor have been installed for the Farmers Elevator & Supply Company of Van Orin, Ill.

The feed, flour and coal business of P. J. McNamara at Manistique, Mich., has been sold to E.



W. Miller of the Miller Lumber Company. Mr. McNamara has been operating as McNamara & Son.

The Dixie Feed Company will occupy the Louisville Warehouse of the Savannah & Atlanta Railway at Savannah, Ga.

The Farm Bureau of Dodgeville, Wis., has installed electrically operated feed milling machinery in its elevator and warehouse.

The feed and coal business of Thompson & Knapp at Pierrepont Manor, N. Y., has been sold to Frank Brown of Sidney, N. Y.

The Kirk Feed Company of Indianapolis, Ind., has opened a chain feed store at Spencer, Ind., with Charles H. Burks as local manager.

The feed department of the Bunnell Mercantile Company, Bunnell, Fla., has been purchased by the Parrish Feed Store of Daytona Beach, Fla.

An interest in the Cash Feed Stores at Ogallala, Grant, Paxton and Big Springs, Neb., has been bought by A. R. Thompson and A. R. Altig.

The 24-inch feed mill of the Farmers Elevator Company at Alburnett, Iowa, has been exchanged for a 30-inch feed mill with two 40-horsepower motors.

The Knox Feed & Seed Corporation has recently been sold by John C. Dennis to D. W. Kaiser of Danville, Ohio. It is located at Mt. Vernon, Ohio.

Hay storage is being added to the plant of the Purina Mills at Kansas City, Mo. Its property here was formerly owned by the National Hay & Milling Company.

The name of the Atlantic Feed & Supply Company of West Palm Beach, Fla., has been changed to the Southern Feed & Supply Company, Inc.

The feed department of the Rochdale Department Store at Enumclaw, Wash., has been sold by the store to Clark Feed Company recently organized at Enumclaw.

The business of the Superior Feed & Fuel Company of Superior, Ariz., has been bought by B. Gays and Louis Gallo from Vincent Kasser and Louis T. Galvinic.

A wholesale merchandising of feed is being conducted by the Steed Grain Company of Tyler, Texas. The firm is composed of J. R. and S. D. Steed and Stephan W. Walker.

A modern feed mixing plant and elevator with an addition of 12,000 square feet has been completed at Springfield, Ill., for Joe Schafer & Sons. The capacity of the mill is 25 carloads daily.

The Camel City Feed Store has been opened at Winston-Salem, N. C., by John Mitchell and John W. Fulp. They will conduct a series of experiments with seeds of various kinds at their farms.

Earl H. Cash has organized the E. H. Cash Hay Company, 709 Livestock Exchange Building, Kansas City, Mo. He has withdrawn from the hay firm of Cash, Griggs & Kinell. C. B. Kinell will continue the old business as Kinell & Co.

The feed and coal business of I. B. Wallace at Nicholasville, Ky., has been bought by H. H. Reynieron of Harrodsburg and J. M. Sandusky of Lexington. The new owners, it is said, contemplate building a flour and feed mill there.

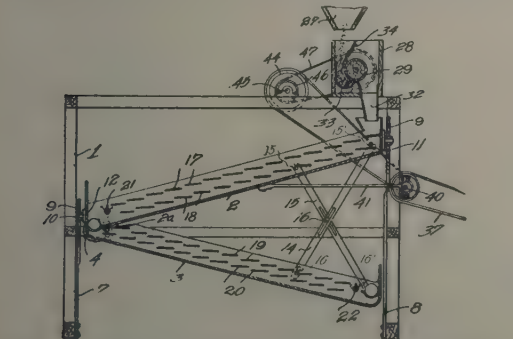
The Olympic Feed Company, Inc., has taken over the Woodland Bros. Feed Company at Aberdeen, Wash. Earl Woodland, formerly manager of the Woodland brothers, will be actively connected with the company in charge of field sales work and as a stockholder.

## GRAIN TRADE PATENTS

### Bearing Date of May 1, 1928

Grain separator.—John M. Harris, Spokane, Wash. Filed February 25, 1926. No. 1,668,244. See cut.

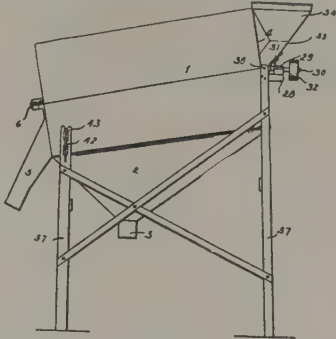
Claim: The combination with a pair of hinged, oppositely extending inclined shaker tables having transversely extending slats, of pairs of slotted X-bars at



the sides of said tables and means for securing said bars in adjusted position, a pair of resilient upright supports at the ends of the tables and stud bolts on said supports, brackets for said bolts on the opposite ends of the tables, and lock nuts for co-action with said brackets and bolts.

### Bearing Date of May 8, 1928

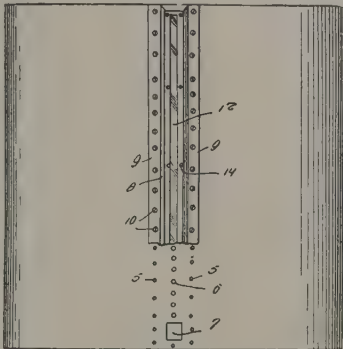
Grain cleaning machine.—William H. Church, Calgary, Alta., Canada. Filed June 15, 1926, and in Canada April 30, 1926. No. 1,668,629. See cut. Claim: A grain cleaning machine comprising, in combination, a closure casing, a downwardly inclining perforated drum rotatably mounted within the casing, means for rotating the drum, spaced arresting plates crossing the drum and rotating therewith, said plates being provided with cut out portions providing escape



openings between the plates and the drum shell, beaters extending between the plates and carried by the drum shell, a hopper formed as part of the casing and underlying the drum and adapted to gather and discharge the seeds escaping through the drum and a delivery chute extending from the casing and underlying the lower end of the drum and adapted to receive the grain discharging from the lower end of the drum.

Sight gauge for grain bins.—Edward Wencel, Lyons, Colo. Filed February 26, 1927. No. 1,669,110. See cut.

Claim: In a bin gauge of the class described, wherein the bin is provided throughout its length with a row of vertically spaced openings, a channel shaped housing arranged upon the outer surface of the bin over the openings, there being laterally extending flanges formed on the longitudinal side edges of said channel shaped housing and secured to the bin, the respective ends of the housing being closed,

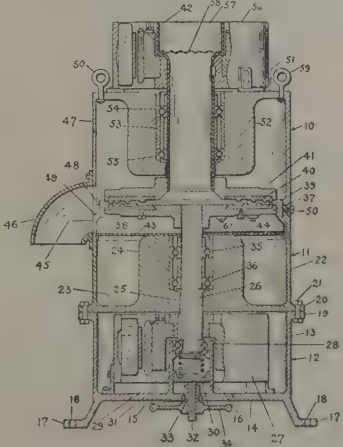


the front side of the housing being formed with an opening throughout substantially its entire length, a strip of transparent material arranged over the openings so that the grain passing through the bin openings into the housing may be viewed, said bin being formed at the lower end of the aforementioned row of openings with an enlarged opening to permit the easy return flow of the grain from the gauge housing into the bin.

### Bearing Date of May 15, 1928

Attrition grinder.—James A. Craig, Peekskill, N. Y. Filed January 4, 1924. No. 1,670,714. See cut.

Claim: In combination, a rotary vertical hopper-forming upper tubular shaft; and opposed upper and



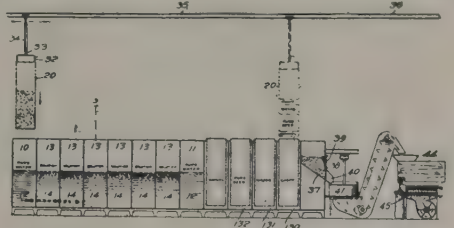
lower grinding plates, the upper plate having a central opening and being mounted on the lower end of the tubular shaft; and a rotary screen disposed across said shaft.

### Bearing Date of May 29, 1928

Method and apparatus for cleaning, separating, and grading seeds and other bodies.—Harry R. Warren, Chicago, Ill., assignor to Warren Seed Cleaning Company, Reno, Nev., a corporation of

Nevada. Filed February 4, 1928. Renewed May 14, 1925. No. 16,981. (A reissue). See cut.

Claim: The method of separating mixed bodies of different specific gravity which consists in enveloping the mixture in succession in liquids of graduated



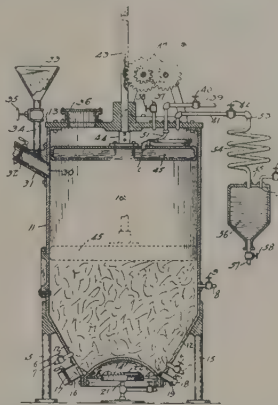
density and from time to time removing the layers from one another that are produced by the action of the liquids.

Corn seed severing implement.—Earl E. Bowers, Shickley, Neb. Filed December 7, 1927. No. 1,671,694.

### Bearing Date of May 29, 1928

Apparatus for producing livestock feeds.—Charles R. Mabee, Buffalo, N. Y., assignor to Mabee Patents Corporation, Dover, Del., a corporation of Delaware. Filed January 14, 1921. No. 1,671,118. See cut.

Claim: In an apparatus for preparing feeding materials, the combination of a container closed at one end and substantially closed at the other, with

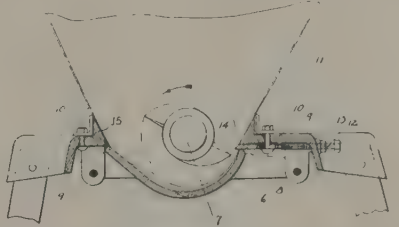


means for introducing materials into said container, means for compressing said materials, and means for regulating the weight of said compressing means.

### Bearing Date of June 5, 1928

Feed mill.—George W. Rynders, Beloit, Wis., assignor to Fairbanks, Morse & Co., Chicago, Ill., a corporation of Illinois. Filed January 28, 1924. No. 1,672,544. See cut.

Claim: In a mill, a supporting frame therefor, a hopper having its lower wearing portion formed by the frame, a cutter-bar adjustably attached to the

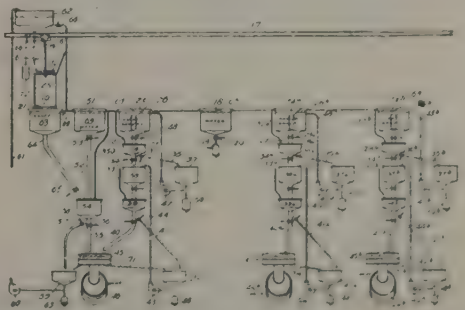


under side of said frame and so positioned that the upward thrust of the cutter-bar is taken directly by the mill frame, and an element adapted to secure said hopper and said cutter-bar to said frame.

### Bearing Date of June 19, 1928

Method and apparatus for separating seeds and other bodies.—Harry R. Warren, Chicago, Ill., assignor to Warren Seed Cleaning Company, Reno, Nev., a corporation of Nevada. Filed February 15, 1928. Original No. 1,609,636, dated December 7, 1926, filed April 7, 1922. Reissue No. 17,003. See cut.

Claim: The method of separating mixtures of different specific gravities which consists in placing the mixture in a receptacle, introducing the receptacle



in succession of tanks that respectively contain liquids of different densities and intermediate the action of liquid in successive tanks removing the bottom



stratum of bodies from the receptacles in the presence of liquid in the stratified mass retaining in such receptacle for subsequent treatment what is above such bottom stratum.

Magnetic separator.—Albert Lotz, Berlin-Siemensstadt, Germany, assignor to Siemens-Schuckertwerke Aktiengesellschaft, Berlin-Siemensstadt, Germany, a corporation of Germany. Filed March

26, 1928, and in Germany February 17, 1927. No. 1,673,837.

Grain handling machinery.—Andrew R. Strang, Redland, Atla., Canada. Filed October 20, 1925. No. 1,674,142.

Grain reel.—Thomas S. Collier, Hydro, Okla. Filed August 9, 1926. No. 1,674,158.

## FIELD SEEDS

(Continued from Page 165)

purity; meaning, the freedom of such agricultural seeds from inert matter and from other seeds distinguished by their appearance.

3. Approximate total percentage by weight of weed seeds; the term weed seeds as used herein being defined as the noxious weed seeds listed in the next subdivision and all seeds not listed herein as agricultural seeds.

4. The name and approximate number per pound of each kind of the seeds of noxious weeds as herein defined which are present, singly or collectively: (1) in excess of one seed in each five grams of Timothy, Red Top, tall meadow oat grass, Orchard grass, crested dogtail, Canada Bluegrass, Kentucky Bluegrass, fescues, brome grass, perennial and Italian rye grass, western rye grass, Crimson Clover, Red Clover, White Clover, Alsike Clover, Sweet Clover, Alfalfa and all other grasses and Clovers not otherwise classified; (2) one in 25 grams of millets, rape, flax and other seeds not specified in subdivisions one or three of this section; (3) one in 100 grams of wheat, oats, rye, barley, buckwheat, vetches, and other seeds as large or larger than wheat. For the purpose of this act the following seeds shall be considered as seeds of noxious weeds: the seeds of quack grass (*Agropyron repens*), wild mustard (*Brassica arvensis*) and other wild Brassica species, Canada thistle (*Cirsium arvense*), dodder (*Cuscuta Spp*), crabgrasses

(*Digitaria Spp*) and docks (*Rumex Spp*) are hereby defined as noxious weeds.

5. The approximate percentage of germination of such agricultural seed together with the month and year said seed was tested.

6. The full name and address of the vendor of such agricultural seeds.

Mixtures must be labeled with the kind of seed in excess of 5 per cent, weed seeds contained in the mixture and the germination. There are also label requirements for special mixtures.

Agricultural seeds of mixtures of same shall be exempt from the provisions of this article:

When exposed for sale or sold for food or feeding purposes only; when sold to be recleaned before being sold or exposed for sale for seeding purposes; when held for the purpose of recleaning; when such seeds consist of buckwheat, barley, corn, oats, rye, wheat or other cereal sold by the grower thereof on his own premises and delivered to the vendee or his agent or representative personally on such premises.

### MONTANA SEED COUNCIL MEETS

The first annual meeting was held of the Montana Seed Council at Bozeman, Mont., at which the members considered changes in the state seed laws to bring them into conformity with recommended uniform legislation. The council was organized last winter with Clyde McKee, agronomist at the state college, president; A. E. Barkemeyer, seedsmen of Great Falls, vice-president; L. D. Kurtz, extension agronomist, secretary and treasurer.

Some changes will have to be made in the Montana seed law to make them conform to that in other states. The council also discussed ways and means for bringing about a wider use of the facilities at the state grain testing laboratory at Bozeman, and improvements in the present weed laws of the state.

### COMMENTS ON INDIANA SEED CONDITIONS

In commenting on the seed wheat situation in Indiana, C. B. Riley, secretary of the Indiana Grain Dealers Association, says:

With the almost universal failure of the present wheat crop in Indiana, farmers are required to skirmish around a great deal to supply themselves with wheat desirable for seed. In their efforts some are inclined to accept varieties that should, in the farmer's interest, be avoided entirely.

Producers have been experimenting with Hard wheats and other varieties improperly recommended as Soft wheat, and this has well nigh destroyed the reputation of Indiana for its production of high grade, dependable Soft wheat, and in lieu thereof we have mixtures of Hard and Soft, including the "Purkoff and Michikoff" which will neither qualify as clear varieties of Soft or Hard wheat.

The Michikoff comes more nearly qualifying as a Hard wheat than Purkoff does, either as a Soft or Hard variety. Purdue University Experiment Station promoted both of these varieties and recommends Michikoff for the black prairie soils. Purkoff is a mixture of Hard and Soft, even some heads are reported as carrying kernels of both Hard and Soft. Government agencies claim that some individual kernels show one end hard and vitreous and the other soft and starchy.

The users of wheat desire local grown varieties for domestic trade, as well as crackers, pastry, etc., and failure of the varieties mentioned places Indiana mills at a great disadvantage in their effort to produce standard grades of strictly Soft wheat flour, in competition with the production of such flours in other states, where standard varieties of Soft wheat are produced.

Soft wheat has been selling in St. Louis at premiums of 40 to 55 cents per bushel over Hard and mixtures of Hard and Soft wheats, and some

mills refuse to accept Purkoff at any price, while others will receive it for animal feed only.

The Indiana Wheat Pool Management made its settlement for 1927 crop on the basis of 25 cents per bushel less for Hard than for Soft, and the Pool is supposed to represent its members who are all farmers and producers of wheat.

The claim for these varieties is they are supposed to have stood the winter better than other varieties, and so far as we know they have to a degree at least, but in many localities they were killed the same as the Soft wheat, and there is no assurance that they will stand the rigors of this climate continuously better than other wheat, besides which, it is claimed that the destruction of this crop was the most complete in this state that has occurred in 52 years. Therefore, if every claim for hardness can be sustained, the question should not be controlling, as another such winter may not occur in a half century, and to produce mongrel varieties of wheat and stand discounts on same while waiting for the death dealing winter, or because one has these varieties on hand, is not prudent economy.

### SLOW TRADE IN SUMMER SEEDS IN NEW YORK MARKET

By C. K. TRAFTON

Trade in seeds in the New York market continued rather sub-normal this month. Of course, no one expects anything like general activity during mid-summer, but even those items which are usually looked upon as the summer leaders failed to come up to expectations. In some quarters this was ascribed to the general quietude which so many people have come to expect during a "presidential year", but a more logical explanation seems to be that there has been some change in farming methods as a result of which other varieties which many of the old-line houses have not been accustomed to handling have superseded the old-time popular favorites, so that the latter appear to have "gone out of style".

Crimson Clover, generally expected to be the summer leader, was perhaps the most disappointing item on the list. It is true that seed bought abroad for August delivery was promptly moved out, but it was almost impossible to stir up any interest in the way of fresh business even though holders of the rather small quantity remaining here for sale offered it at lower prices and at the close were generally quoting 11 cents duty-paid, or fully 1/2 cent below the price quoted in some quarters early in the month. Arrivals of foreign Clover for the month were substantially larger, totalling about 6,840 bags, compared with about 4,060 bags during the preceding month.

Hairy Vetch was also a source of disappointment as buyers did not display the interest usually expected in August in spite of the fact that holders lowered the price from 9 cents to 9 1/4 cents.

Red Clover was inactive and nominally unchanged at 31 cents during the greater part of the month, but toward the close holders advanced the price to 31 1/2 cents. Arrivals for the month were only 500 bags, compared with about 660 for the previous month.

Alsike advanced still more sharply in response to growing complaints regarding the short production and the resultant strength in interior markets.

### MILWAUKEE SEED NEWS

By C. O. SKINROOD

A tremendous shortage in seeds, perhaps the worst in many years, is the expectation of some of Milwaukee seedsmen who have been making a thorough study of the situation in Wisconsin and in other leading seed producing states.

Seed handlers believe that Wisconsin will have a very small supply of Clover seed this year. The farmers report that the heads are not filling the way they should. The Red Clover seed market is very strong. There is little offered in the channels of trade. The price is running largely from \$32 to \$33 for the choice grades.

The Timothy seed crop is also expected to be very light. Not much more than 60 per cent of the normal yield, is the best estimate by the Milwaukee seedsmen. The quality of the seed which has appeared here is not so good. Many of the samples lack in the brightness which is associated with the best quality of seed. The Timothy seed market is also very strong. The price has risen about a dollar in the last month and promises to go up still farther. Milwaukee quotations are around \$6 to \$6.50. This is an advance of about \$2 when compared with a year ago. Dealers believe that with the high priced Clover seed assured for the coming season, many buyers are likely to turn to the relatively cheaper seeds and this may mean an added demand for Timothy seeds.

The crop of Alsike seed is very disappointing. The best estimates of the Wisconsin crop is not more than 25 per cent of the normal outturn. The Idaho crop of Alsike seed is said to be pretty close to normal while the Canadian yields are very short. The market for Alsike is very strong, with quota-



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tions right up among the clouds where the Red Clover quotations are soaring. This is about \$32 to \$33. Last year, at this time of the season, the Alsike was selling for only \$26 or \$27.

Sweet Clover is in a class by itself, according to the local seed handlers. As the crop seems to be fairly large, prices are very low and the farmers will not let go of their holdings at the present low range of quotations. The white blossom Clover is selling only around \$7, or \$7.50 and \$8, which is much lower than a year ago. The yellow blossom seed is selling about \$1 higher than the white blossom kinds. The White Clover seed crop was largely a failure in Wisconsin. Yields are expected to be very slim. There is little or no seed available in the market and the nominal quotations are around \$30 to \$35.

The Alfalfa seed crop is expected to be rather light. Utah yields are only fair. The yields are expected to be small in the Dakotas, but larger in Montana. Not much Alfalfa is moving in Milwaukee with the price quoted around \$20 to \$25 for the high grade seed.

## NEW SEED TRADEMARKS

The following new seed trademarks were published in issue of August 14 of the *Official Gazette* of the United States Patent Office: "Brand Seeds" field seeds and seed grains. Occidental Seed Company, Salt Lake City, Utah. Filed January 25, 1926. Serial No. 226,366. "City Park" lawn grass

# CITY PARK



# GREENVUE

and field seeds. Whitney-Eckstein Seed Company, Buffalo, N. Y. Filed June 11, 1928. Serial No. 267,881. "Greenvue" lawn grass and field seeds. Whitney-Eckstein Seed Company, Buffalo, N. Y. Filed June 11, 1928. Serial No. 267,882.

## MINNESOTA SEEDSMEN TO ORGANIZE

A seed association has been formed in the state of Minnesota, with its principal aim to develop friendly business relations between the dealers and also to co-operate with the educational and regulatory agencies in the state. The initial meeting was held on September 5 at St. Paul, Minn., with C. C. Massie of Northrup, King & Co., presiding.

Those interested in calling the meeting were: L. M. King of Northrup, King & Co., Minneapolis; E. J. Kickenapp of the Farmer Seed & Nursery Company, Faribault, Minn.; and J. E. Cashman of the Cashman Seed Company of Owatonna.

## HOOSIER SEED NEWS

By W. B. CARLETON

The volume of business in the wholesale and retail seed line in Indiana during August and September was not large, most dealers reporting their trade some better than during the corresponding period of last year. But trade last fall was far below normal. Dealers are looking for a fairly good volume of trade during the month of October.

Emory E. McAtee, for many years associated with the Ohio Valley Seed Company of Evansville, has returned from a business trip in Pike County, Indiana, and several adjoining counties. He reported the corn crop only fair.

Louis L. Kindermann, of William Kindermann's Sons, Booneville, Ind., with his wife and daughter, Lois, has returned from Jenkins, Minn., where they spent their summer vacation. Mr. Kindermann has been spending his summers at Jenkins for a number of years past.

Quite a number of the farmers in central, north-

ern and southern Indiana reported they averaged 80 bushels of oats to the acre this year, this being the largest average in Indiana for many years past. The quality of the crop was one of the best in a number of years. Farmers in southern Indiana raised more oats this year than they have for many years past.

Southern Indiana farmers are more than pleased with the success of their Alfalfa crop this year and as high as four cuttings have been obtained from many of the fields.

Oscar A. Cook, engaged in the seed business at Boonville, Ind., has been appointed on some of the leading standing committees of the Boonville Business Men's Association during the coming year. He is active in the civic affairs of the city.

Vic Smith, engaged in the wholesale and retail seed business at Bowling Green, Ky., and well known to the dealers in southern Indiana, says his trade has been very good during the past few weeks. Mr. Smith at one time owned and operated Massey Springs on Upper Green River in western Kentucky.

C. W. Wedeking and Company, retail seed dealers at Dale, Ind., report trade in that section of the state coming along all right.

(Continued on Page 174)

# For Sale

## ELEVATORS AND MILLS

### ELEVATORS FOR SALE

Two small elevators combined. Handle flour, feeds, seeds, cement, lime, coal and fertilizer and good business in feed grinding. Located in village of 600 on C. M. & St. P. Ry., in Oconto County. Owner is retiring. J. N. BASSETT, Lena, Wis.

## MACHINERY

### FOR SALE

Pulleys, 1,000; all sizes, solid cast iron, wood and steel split. Elevator belts and buckets and supplies. STANDARD MILL SUPPLY COMPANY, 501 Waldheim Building, Kansas City, Mo.

### MACHINERY FOR SALE

1—24-in. New Unique Ball Bearing Attrition Mill with reversible drive. 1—Eureka Compound Elevator. No. 408 separator. Ring oiling bearings. Disc oiling eccentric bearings. 1—McDaniel Angle Screen Oat Separator, 80-100 bu. for removing oats from wheat. 1 No. 4 Prinz-Rau Cockle Machine 1—Fairbanks Hopper Scale and Hopper. Above machinery all new and will sell at a big reduction.

Following second hand and in first-class condition: 1—22-in. Bauer Ball Bearing Attrition Mill, belt driven. Receiving Separators: 1—No. 403 Eureka Compound, nearly new; 1—No. 176 Eureka, single shoe; 1—No. 839 Wolf, nearly new; 1—No. 16 Prinz-Rau. 2 complete 50-bbl. "Midget" Marvel Mills; also large line of milling machinery of every description, elevators, belting, etc. 1—9x24 Sprout-Waldron Three-Pair-High Roller Mill, nearly new.

J. B. LIGHT, Ayon, N. Y.

# Miscellaneous Notices

### FOR SALE

500 used cotton seamless seed sacks in good condition. Your best offer. H. WRIGHT, Seedsman, 306 Third St., Macon, Ga.

### FOR RENT

Well located grain elevator at Warsaw, Ind. Can combine feed grinding and coal business. THE STATE BANK OF WARSAW, Warsaw, Ind.

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As manager for farmer's elevator. 18 years' experience in grains and side lines. Best of reference and bonds. E. J. FUNK, Box 184, Olathe, Kan.

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We specialize on Fine Ground for Poultry Mash.

**Lamar Alfalfa Milling Co.**  
Lamar, Colorado



(Continued from Page 173)

The O. J. Childs Seed Company, Filer, Idaho, has its new grain elevator completed.

New quarters are now occupied by the Spokane Seed Company of Spokane, Wash.

A new warehouse is being built at Buhl, Idaho, for the Buhl Seed & Grain Company.

The retail store of the Slate Seed Company at South Boston, Va., has been remodeled.

The Washington-Idaho Seed Company has started the erection of a \$50,000 plant at Palouse, Wash.

The Bean County Woodruff Seed & Bean Company has taken over the Emmer Mill at Worland, Wyo.

The Feld Seed Company of Memphis, Tenn., has opened a branch office at Greenville, Miss., with B. M. Feld in charge.

The Seminole Seed Company of which A. D. Chambers is manager, is erecting a 40x100 foot building, two stories high, at Ocala, Fla.

The interest of A. C. Crews in the Mutual Mill & Seed Company at Medford, Ore., has been sold by him to G. A. Youngs, G. A. Barr and F. J. Wilmot.

The new seed house of the Winter Grain Company at Wessington Springs, S. D., has been completed. The firm will handle field seeds and grain.

Richard Burn of the Dakota Improved Seed Com-

pany of Mitchell, S. D., has bought the Emmetsburg Seed House of Emmetsburg, Iowa. The business will be continued with G. Klingaman as manager.

The Phoenix Seed & Feed Company at Phoenix, Ariz., has been bought by the Five Points Seed & Feed Company and the two businesses will be combined.

A new warehouse is being built at Chickasha, Okla., for the Oklahoma Improved Seed Company at a cost of \$20,000. This replaces the one recently burned.

Charles D. Boyles has retired as chairman of the Board of Directors of the Albert Dickinson Company, Chicago, after 50 years of active service with the firm.

The capital stock of the Virginia Seed Service, Richmond, Va., has been increased from \$100,000 to \$500,000. James A. Hill is president of the firm and George A. Jackson, secretary.

A merchandising branch has been opened at Weslaco, Texas, for the Reuter Seed Company of New Orleans, La. The company also operates another branch at San Benito, Texas.

The Roy Aney Seed & Nursey Company, Inc., is to open for business at Minot, N. D. Roy Aney of Kenmare is president and general manager. Con-

struction of a new warehouse and elevator is contemplated by the firm. A complete stock of seeds will be carried, as well as feeds, poultry supplies, etc.

The S. M. Isbell & Co. at Jackson, Mich., is succeeded by the Isbell Seed Company. There is no change in management, directorate or stockholders. The capital stock has been increased.

A new four-story corn drying and seed plant has been started at Kentland, Ind., for the Ainsworth-Boone Company. The site will be removed from that on which the old plant which burned stood.

The Ira Marshall Seed Company of Peterson's Crossing, near Kenton, Ohio, has built a new seed corn drying house there. It has capacity of 5,000 bushels and a drying capacity of 800 bushels corn.

*Editor American Grain Trade:*—I intend to install a 10-ton truck scale and dump. Enclosed find my subscription to your journal. C. J. RONAN, Randolph, Neb.

THE total shipments of wheat from Houston in August were 240,000 bushels compared to 767,160 in the same month last year. Barley exports were 325,000 bushels, with no exports in this grain in August 1927.

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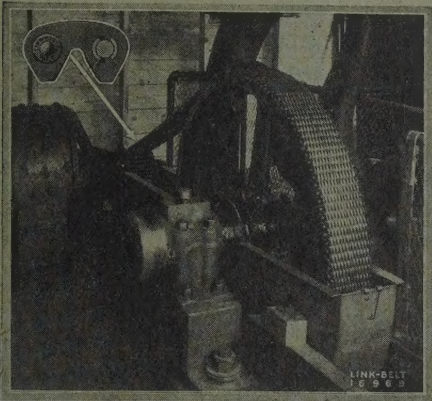
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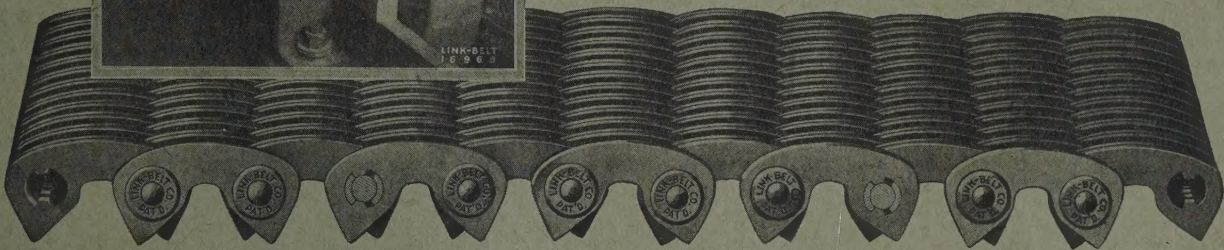
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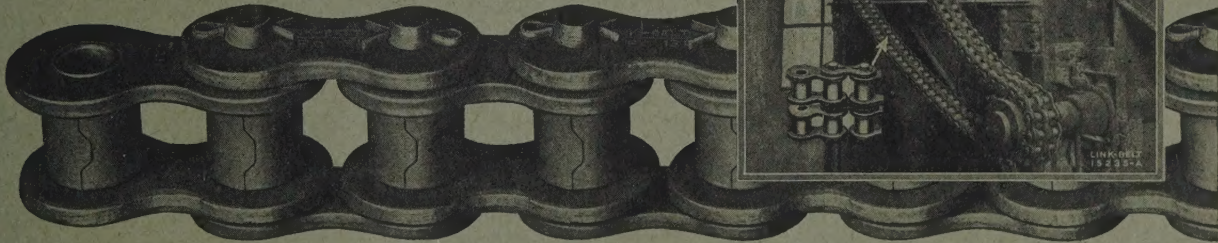
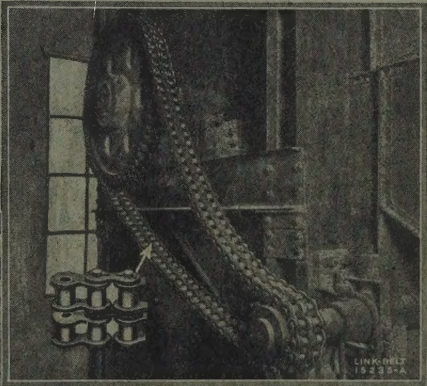


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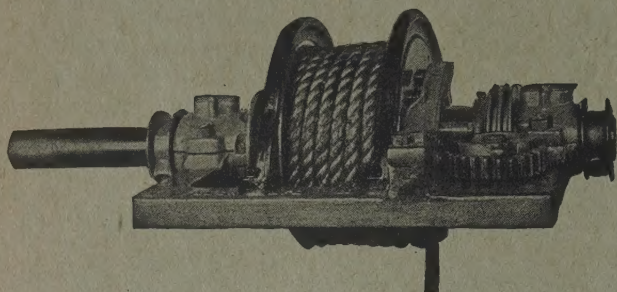
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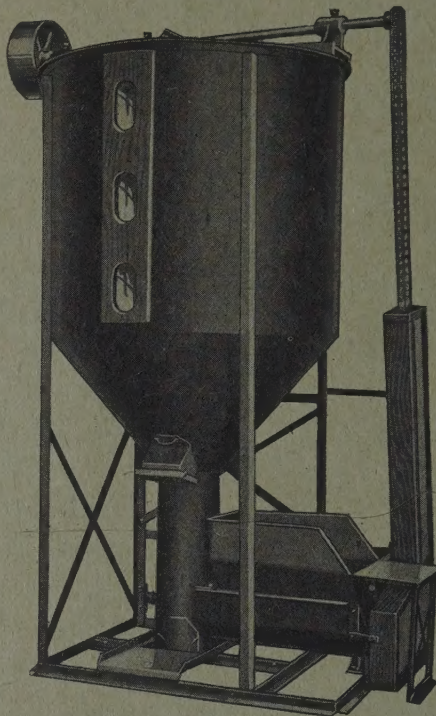
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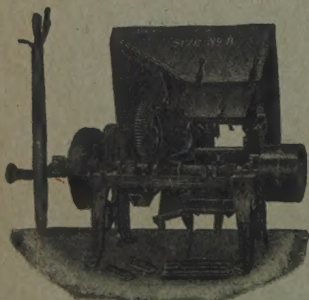
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